

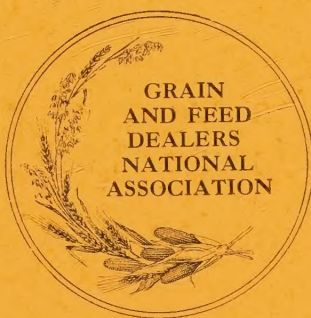
# GRAIN & FEED JOURNALS

CONSOLIDATED

Vol. LXVII. No. 8.

Chicago, Ill., U. S. A., October 28, 1931

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This Number  
Contains  
The Complete Report  
of the  
35th Annual Meeting of the  
Grain & Feed Dealers National Ass'n  
at  
Houston, Texas  
October 12, 13 and 14, 1931

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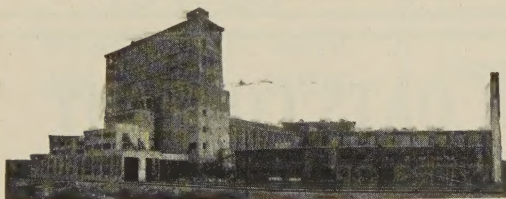
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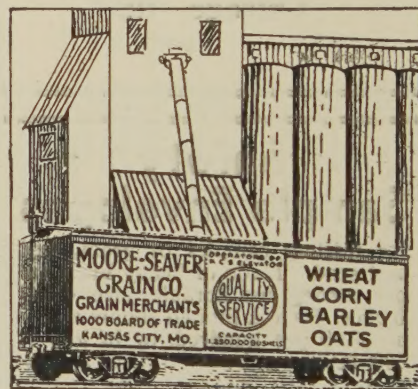
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STORAGE CAPACITY 2,500,000 BUSHELS

**If What You Want you see advertised, tell the advertiser. If Not--Tell the Journal**

# "Kills Weevil — Leaves Wheat with a Sweet Odor"

The following letter was written by the elevator superintendent of one of the larger western elevator companies (name on request) to the president of his company:

**USE**  
**LARVACIDE**  
(Chlorpicrin)

**The Self-Announcing  
Fumigant**

"In reference to treating wheat with Larvacide. We use a five gallon can for a supply can. We have a container fastened to the can, with a glass gage so we can tell how much gas we are using to a thousand bushels. This can is fastened on the spout from the tripper, and the gas is sprayed on the wheat as it enters the bin. We use two pounds of Larvacide to one thousand bushels of wheat. We have had very good success with this method of treating wheat. We have not had any badly infested wheat, so it would be hard to tell what percentage of kill we get. I do know that it kills weevil, and leaves the wheat with a sweet odor, that some other weevil killers do not do."

This letter is conclusive—proving our contention that Larvacide is the Ideal Fumigant for grain elevators, feed warehouses, flour mills and seed warehouses.

USE LARVACIDE—the fumigant that is quick and certain death to pests of every nature—rats, mice, weevil and moth—yet whose pungent odor serves as a definite warning to humans.

Send for complete details and address of our nearest representative today.

**INNIS, SPEIDEN & CO.**  
INCORPORATED  
117-119 LIBERTY STREET, NEW YORK.

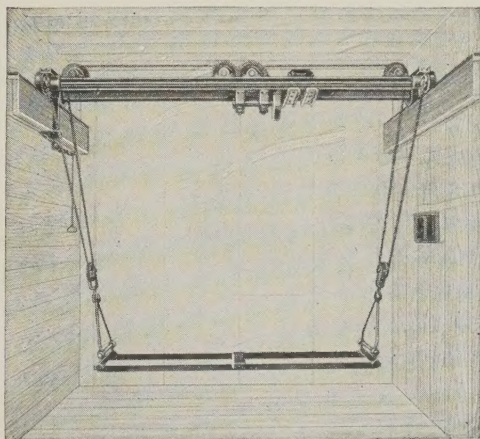
Sole Selling Agents for Isco Chemical Co., Inc., Niagara Falls, N. Y.  
**LARVACIDE DISTRIBUTORS**

Larvacide Service, Inc., 117 Liberty Street, New York City  
Larvacide Service, Inc., 722 West Austin Avenue, Chicago, Ill.  
Safe-Way Exterminating Co., 429 Franklin St., Detroit, Mich.  
Idalene Exterminating Co., 1210 Jackson Street, Toledo, Ohio  
Bode Fumigating Co., 1259 Harrison Avenue, Cincinnati, Ohio

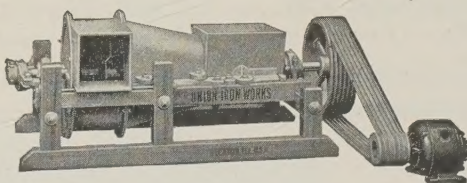
Larvacide Service, Inc., S. W. Warehouse Corp. Bldg., 18th  
and Campbell Sts., Kansas City, Missouri.  
Twin City Exterminating Co., 2399 University Ave., W.  
St. Paul, Minn.  
Ansul Chemical Co., Modesto, California.

## WESTERN

**— GRAIN ELEVATOR EQUIPMENT —**  
**EFFICIENT — STURDY — RELIABLE — MODERN**



Overhead Electric Truck Dump



Western Pitless Sheller with Cog Belt Drive

**A GOOD DRIVE  
FOR ANY MACHINE**

**SHELLERS AND CLEANERS  
HYATT ROLLER BEARINGS  
SPEED REDUCERS  
WORM GEAR HEAD DRIVES**

**UNION IRON WORKS, Decatur, Ill.**

## GRAIN ELEVATOR BUILDERS

### Chalmers & Borton

620 Pioneer Trust Bldg.  
Kansas City, Mo.

*Engineers — Constructors*

Grain Elevators — Feed Mills  
Warehouses

*Ask for Quotations on Your Work*

### Industrial Engineering & Construction Co. *Contracting Engineers*

621 Reliance Building KANSAS CITY, MISSOURI  
Grain Elevators Flour Mills Cold Storage Plants  
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Mention Grain & Feed Journals Consolidated

### Geo. W. Quick & Sons

Tiskilwa - - - Illinois  
*Designers and Builders*  
Concrete Grain Elevators  
*Waterproof Pits a Specialty*

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are preferred elevators because each is designed and built to fit the individual needs of the owners.

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*Plans and Specifications Furnished*

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Grain Elevators, Transfer Houses,  
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*Designers and Builders of*  
**GOOD ELEVATORS**  
Let us furnish your machinery  
AMARILLO, TEXAS

### Western Engineering Co.

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*Contractors and Builders of*  
Grain Elevators that more  
than satisfy the most critical.

### ORA LONG, Garden City, Kansas Builder of Better GRAIN ELEVATORS

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**Modern Grain Handling Machinery**  
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### Elevators, Mills, Warehouses

Designed, Built, Repaired  
*Estimates Cheerfully Furnished*

**HOGENSON CONSTRUCTION CO.**  
Corn Exchange Minneapolis, Minn.

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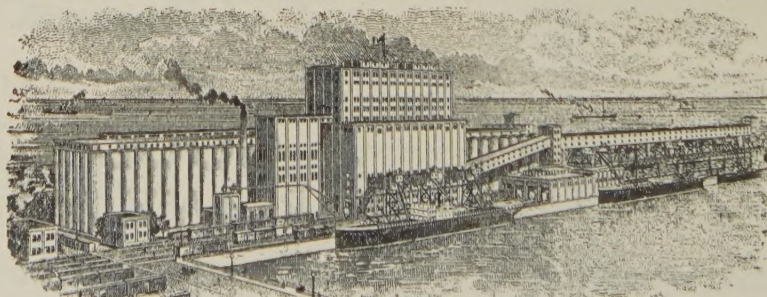
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*Engineers & Contractors*  
Grain Elevators - Feed Mills  
Industrial Buildings  
Flour Mills - Cement Plants  
Coal Pockets

### T. E. IBBERSON CO. — Grain Elevator Builders

Feed Mills — Coal Plants — Repairing and Remodeling  
MINNEAPOLIS MINNESOTA

I don't see how I could get along without your paper.—G. H. McCarel  
Mgr., Newburg (Ia.) Elevator Co.

Capacity  
5,000,000  
Bushels



*Equipped with*  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

**JAMES STEWART CORPORATION**  
ENGINEERS AND CONTRACTORS

W. R. SINKS,  
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H. G. ONSTAD  
VICE-PRES.—GEN'L MGR

## Your Message

Let the Grain & Feed Journals Consolidated your message bear, To progressive grain and feed dealers everywhere.



## Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
6,500,000 Bushels

### John S. Metcalf Co.

*Grain Elevator Engineers and Constructors*

105 W. Adams St., Chicago

460 St. Helen St., Montreal

837 W. Hastings St., Vancouver, B. C.

17 Dartmouth Street, London, England

## The Barnett and Record Co.

Engineers

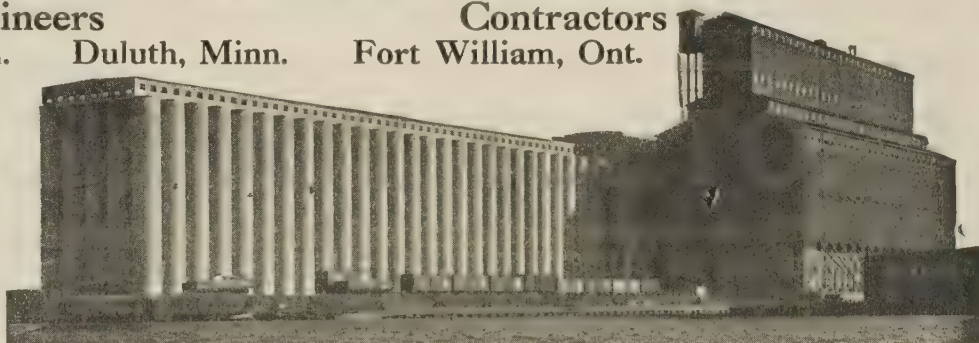
Contractors

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ont.

Designed and Built  
this 3,000,000 Bushel  
Grain Storage Annex  
to Great Northern  
Elevator "S"  
Superior, Wis.



## International Milling Co.

Buffalo, N. Y.

Capacity 5,000,000 Bushels

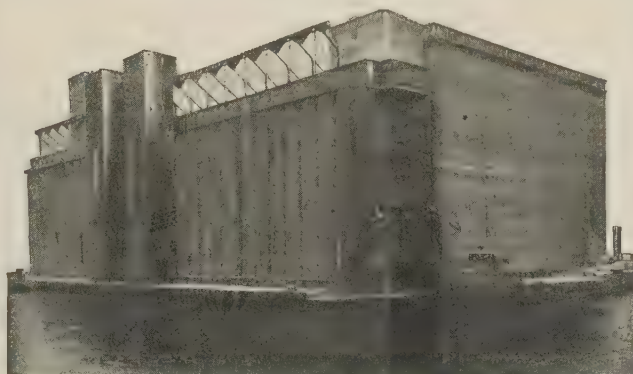
Designed and Built by Us in  
Four Periods of Construction

Jones-Hettelsater Construction Co.

*Grain Elevators, Flour and Feed Mills*

600 Mutual Bldg.

Kansas City, Mo.



## GALVESTON WHARF COMPANY'S NEW ELEVATOR "B"

Capacity 6,000,000 Bushels

This Elevator Designed and Construction  
Supervised by

### HORNER & WYATT

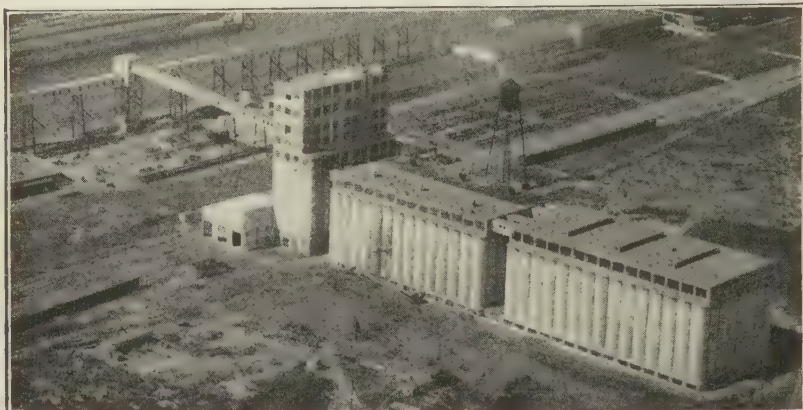
*Consulting Engineers to the Grain Trade*

470 Board of Trade

Kansas City, Mo.



## GRAIN ELEVATOR BUILDERS



**FOLWELL ENGINEERING CO.**  
Engineers—Constructors  
333 No. Michigan Ave.  
CHICAGO, ILL.

Addition of  
2,500,000 Bushels to the  
Port Commission Elevator  
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## PROTECT YOUR GRAIN

with an approved, efficient and economical insecticide through the use of **SUNCO WEEVIL KILLER** with our new, effective spraying process, reducing the cost of treating from 15% to 40%.

*Manufactured by*

**Sunflower Chemical Co.**

BOARD OF TRADE

KANSAS CITY, MO.

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Stay at*

### The NEW NICOLLET HOTEL

Opposite Tourist Bureau on  
Washington Avenue  
The Northwest's Finest Hotel.  
600 rooms with bath or  
connecting.

Every room an outside room.  
Largest and Finest Ballroom  
in the Northwest.

#### Rates:

59 Rooms at \$2.00	257 Rooms at \$3.50
68 Rooms at \$2.50	41 Rooms at \$4.00
84 Rooms at \$3.00	38 Rooms at \$5.00
Suites and Special Rooms at \$6.00 to \$9.00	

#### MAIN DINING ROOM COFFEE SHOP

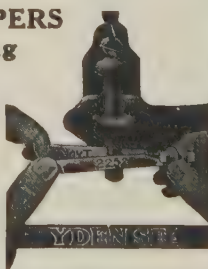
3 Blocks from both Depots, Re-  
tail Center and Wholesale Center.  
W. B. CLARK, Mgr.

10,000 SHIPPERS  
Are now using

**TYDEN  
CAR SEALS**  
Bearing shipper's  
name and con-  
secutive numbers

Prevent  
**CLAIM LOSSES**  
Write for samples  
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**INTERNATIONAL SEAL & LOCK CO.**  
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### Leaking Car Report Blanks

bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating reporting specific places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on Goldenrod bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Weight, 3 ounces. Price, 40c a pad; three for \$1.00. Prices f. o. b. Chicago.

**GRAIN & FEED JOURNALS**  
Consolidated

332 S. La Salle St., Chicago, Ill.

1881 Fifty years service to humanity

**JOIN!**  
**AMERICAN RED CROSS**

### Cover's Dust Protector

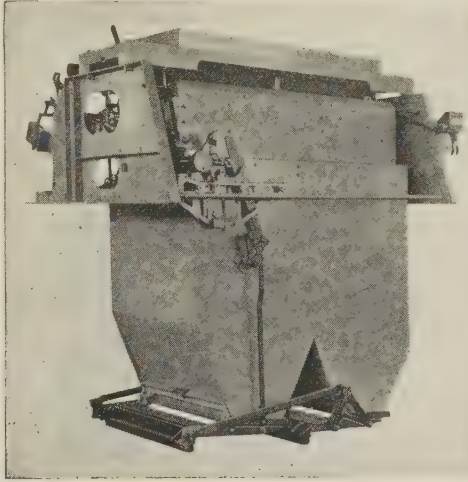
Rubber Protector, \$2.00  
Sent postpaid on receipt  
of price; or on trial to re-  
sponsible parties. Has auto-  
matic valve and fine sponge  
**H. S. COVER**  
Box 404 South Bend, Ind.



# Higher Speed In Loading and Unloading Cars

is now possible with the

## RICHARDSON AUTOMATIC GRAIN SCALE



25 bushels per discharge

3000 bushels of oats per hour

4000 bushels of wheat per hour

Now it is possible to load or unload cars in less than half the former time.

In actual service, this scale has weighed 4500 bushels of OATS in one hour!

**Requires less headroom, is faster, costs less, and has longer operating life than previous models!**

### EQUIP NOW FOR SPEED!

*Write for prices and catalog 1219-B NOW*

## RICHARDSON SCALE COMPANY

Clifton, New Jersey

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Wichita

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Los Angeles

Agents for Canada, Messrs. Peacock Brothers Limited, Montreal

### 1902 TRI-STATE MUTUAL 1931 GRAIN DEALERS FIRE INSURANCE CO.

LUVERNE, MINN.

We write Fire and Windstorm Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.  
(DIVIDENDS ANNUALLY FOR 28 YEARS)

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A labor saving scale ticket book in which the buyer keeps a carbon copy of the entries made on every scale ticket issued, so altered or spurious tickets may be readily detected.

This book contains 200 leaves, 100 white bond, machine perforated leaves bearing 800 tickets of form shown, interleaved with 100 blank manila sheets. Supplied with 4 sheets of No. 1 carbon paper, size 8½x11 inches. Order Form 62. Price, \$1.60, f. o. b. Chicago. Weight, 3 lbs.

Cash with order for twelve books earns 10% discount.

**GRAIN & FEED JOURNALS Consolidated**  
332 So. La Salle St., Chicago, Ill.

Bought of _____ 19____	
Load of _____	
Price _____ per cwt.	Gross _____ lbs.
Price _____ per bu.	Tare _____ lbs.
Driver—On. Off.	Net _____ lbs.
	Net _____ bu.
	_____ Weigher.

One-fourth actual size.

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*Do You Transport Stock  
by Truck? or by Rail?*

**All hazards of transportation  
should be covered by insurance in the**

## MILL MUTUALS

*Write your insurance company  
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**MUTUAL FIRE PREVENTION  
BUREAU**

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## Place Your Name

and business before the progressive grain elevator men of the entire country by advertising in the Grain & Feed Journals Consolidated. It reaches them twice each month.

## THE BEYL AUTOMATIC TAKEUP FOR ELEVATOR BOOTS

Patents Pending

*A New Feature—One Adjustment*



For centering  
Belt on Pulley  
turn the hand-  
wheel and lock  
in position.

Equipped with  
Self Aligning  
Roller Bearings.

Manufactured by

### LINK BELT SUPPLY CO.

Minneapolis, Minn.

## ELLIS DRIERS

Known the world over for reliability and perfection of product. Direct Heat—Indirect Heat—And Steam Heat. Also . . .

A complete line of Rotary Driers and Feeders for mill and feed plants.

### The Ellis Drier Co.

2444-56 N. Crawford Ave.  
Chicago, Ill., U. S. A.

## CONFIRMATION BLANKS

Simple—Complete—Safe

To avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign original and duplicate and send to customer. He signs and returns one.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against expensive misinterpretation of your trades.

Use of these confirmations makes for safer business and surer profits. Spaces provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½x8".

Order form No. 6 CB. Price 90c at Chicago.

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Consolidated

332 So. La Salle Street

CHICAGO

## Grain Shipping Record Books

**Record of Cars Shipped.** This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9½x12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form No. 385. Price \$3.00.

**Sales, Shipments and Returns.** Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10½x16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3½ lbs. Order Form 14AA. Price \$3.75.

**Grain Shipping Ledger** for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10½x15½ inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.25.

**Shippers Record Book.** This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9½x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$3.00.

### Grain & Feed Journals

CONSOLIDATED

332 South La Salle St., Chicago, Ill.

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**Grain Receiving Register.** One of the best forms for recording wagon loads of grain received. It contains 200 pages, size 8½x13½ inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight, 2½ lbs. Order Form 12AA. Price \$3.00.

**Wagon Loads Received** has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9½x12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 880. Price \$3.00.

**Receiving and Stock Book.** Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9½x12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2½ lbs. Order Form 321. Price \$3.00.

**Grain Receiving Ledger** is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is 8½x13½ inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

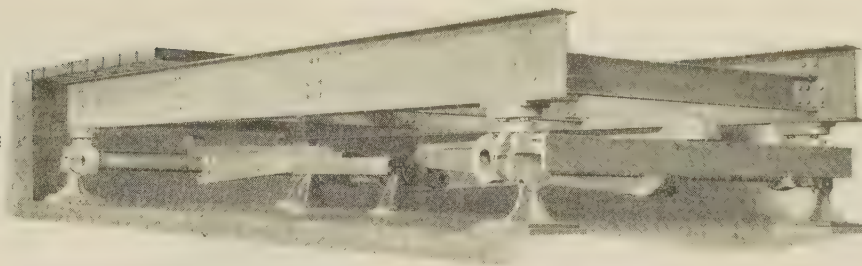
Form No. 43 XX contains double the number of pages. Shipping weight 4½ lbs. Price, \$5.50.

**Grain Scale Book** is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is 10½x15½ inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4½ lbs. Order Form 23. Price, \$4.75.

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CONSOLIDATED

332 South La Salle St., Chicago, Ill.



Chatfield, Minn.  
Oct. 6, 1931

Gaston Scale Co.,  
Beloit, Wis.

Gentlemen:—

The 10 ton 16 x 8 ft. NO-TWIST Motor Truck Scale which we purchased from you, we find to be of strong simple construction.

It has operated to our entire satisfaction from the day it was put in.

Very truly yours,  
DELANEY & NICHOLS.

## Gaston Scale Co.

Beloit, Wisconsin

*In Business 90 years — Not a part of any scale combine*



## BUHLER DRIVE

will save you  
hundreds  
of dollars

and an awful lot of worry.

The Buhler Drive takes the place of the usual eccentric shaft eccentrics and connecting rods. And besides oscillating the shoe it counterbalances it too.

May be had for both new and old separators.

Write for Catalog GD125

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INVINCIBLE GRAIN CLEANER CO.  
SILVER CREEK, N. Y.

## The Original CALDWELL Helicoid and Sectional Flight Screw Conveyor



Caldwell Conveyors are the result of more than 50 years of experience in the art of spiral conveying. Caldwell originated the Helicoid type. Our line is complete—troughs, fittings, hangers, linings, couplings, box ends, etc. Stocked throughout the country for prompt shipment. Send for catalog.

## LINK-BELT COMPANY

CALDWELL-MOORE PLANT

Chicago, 2410 W. 18th Street  
Philadelphia Indianapolis San Francisco Toronto  
Offices in Principal Cities 4414

## ARE YOU BUILDING STORAGE?

If so, whether to store your own requirements or to provide housing for the coming crop, the

### Zeleny Thermometer System

should be specified and installed.

If you are going to store grains of any kind your profit depends on the number of bushels delivered out of storage in the same condition or better than when accepted for storage.

### The Zeleny Thermometer System

needs no introduction or evidence to prove its value. It has thirty years of service in the largest elevators of the United States, as well as some of Canada's important mills and elevators to convince the most sceptical that it is today a most valuable and necessary adjunct in an elevator or mill having a storage capacity of a quarter of a million bushels or more, or less if grains are carried for long periods of time.

### The Zeleny Thermometer System

will make money for you and it will surprise you as to its value in the many ways in which it will make your profits larger.

Write us or write anyone of the users of the system shown in our catalog number six. We will gladly furnish the catalog, and any name you may select from it will gladly tell you what the ZELENY SYSTEM has done for them.

### Zeleny Thermometer Co.

542 S. Dearborn St.  
CHICAGO, ILL.

## Elevator Boot



Ball Bearing, Low Intake, Non-chokeable, Automatic Takeups, 20" Diameter Pulley, Large Capacity.

Use Rubber Covered Cup Belt—It Pays

WHITE ★ STAR ★  
COMPANY

Wichita, Kansas

Headquarters for  
GOOD ELEVATOR EQUIPMENT

## Clark's Decimal Wheat Values

(Fourth Edition)

Is a book of 38 tables, which reduce any weight from 10 to 100,000 pounds to bushels of 60 lbs. and show the value at any price from 50 cts. to \$2.39.

Each table is printed in two colors, pounds and rules in red, bushels and values in black. All figures are arranged in groups of five and divided by red rules to expedite calculations.

These tables have the widest range of quantity and price, are so compact and so convenient no Wheat Handler can afford to attempt to do business without them. By their use you prevent errors, save time and avoid many hours of needless figuring.

Printed on linen ledger paper, 40 pages, bound in vellum, size 9x11½ inches. Order Form 33X. Price, \$2, f. o. b. Chicago. Shipping weight, 1 lb.

### GRAIN & FEED JOURNALS

Consolidated

332 S. La Salle St.

Chicago, Ill.

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Head Drive
Attrition Mill	Leg Backstop
Bag Closing Machine	Lightning Rods
Bags and Burlap	Loading Spout
Bearings (Roller)	Magnetic Separator
Belt (Ball)	Manlift
Belting	Moisture Tester
Bin Thermometer	Motor Control
Bin Valves	Mustard Seed Separator
Bleachers and Purifiers	Oat Clipper
Boots	Oat Huller
Buckets	Plans of Grain Elevators
Car Liners	Portable Elevator
Car Loader	Power (Oil Engine)
Car (Puller)	Power (Motors)
Car (Pusher)	Power Shovel
Car Seals	Railroad Claim Books
Cipher Codes	Renewable Fuse
Claim (R. R.) Collection	Rope Drive
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	Scales (Truck)
Conveying Machinery	Scales (Hopper)
Distributor	Scale Tickets
Dockage Tester	Scarifying Machine
Dump	Screw Conveyor
Dust Collector	Seed Treating (Machine)
Dust Protector	Separator
Elevator Leg	Sheller
Elevator Paint	Siding-Roofing (Asbestos)
Feed Formulas	Siding-Roofing (Steel or Zinc)
Feed Ingredients	Silent Chain Drive
Feed Mixer (Dry)	Speed Reduction Units
Feed Mixer (Molasses)	Spouting
Feed Mill	Storage Tanks
Fire Barrels	Testing Apparatus
Fire Extinguishers	Transmission Machinery
Friction Clutch	Waterproofing (Cement)
Grain Cleaner	Weevil Exterminator
Grain Drier	Wheat Washer
Grain Tables	
Hammer Mill	

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### INFORMATION BURO

Grain & Feed Journals, 332 So. La Salle St., Chicago

If He Could Only Get Rid of the Doctor the Patient Would Get Well



Orr in Chicago Tribune

# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**BARGAIN**—30,000 bus. well built elevator for sale; coal trestle; private siding; main line Great Northern Ry.; good freight rates. Osakis Milling Co., Osakis, Minn.

**NO. ILL.**—Elevator for sale quick; only business at small station sells lumber, coal, building supplies. Must sell profitable business close estate. Holcomb-Dutton Lumber Company, Sycamore, Ill.

**NORTHWESTERN OHIO**—12,000 bu. grain elevator for sale; fully equipped, including grinder, coal business, etc. No competition near. Bargain for quick sale—owner retiring. Lock Box 33, Wharton, Ohio.

**WYOMING**—25,000 bus. capac. elev. and \$50,000 to \$75,000 annual feed bus., for sale. Loc. in heart of No. Platte Valley; no trades; must be part or all cash. Other interests reas. for selling. Box C, Torrington, Wyo.

**NORTH CENTRAL OHIO**—17,000 bu. concrete and hollow tile elevator for sale; on Big Four R. R. Good trade in fertilizer, livestock, hay, coal and other sidelines. Good territory to draw from. Farmers Elevator Company, St. James, Ohio.

**IOWA**—Exclusive grain, coal, livestock, feed and seed business for sale. Elevator capacity 42,000 bus., good condition; coal sheds in good condition; large double corncrib for ear corn. Splendid territory. Write 67T19 Grain & Feed Journals, Chicago, Ill.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**NO. OKLA.**—Elevator and feed business for sale, electric power, hammer mill, sheller, chop mill. Good county seat town and good dairy community. Best corn crop in years. Might accept farm as part. Sacrifice account health. Write 67S8, Grain & Feed Journals, Chicago, Ill.

**MINNESOTA** cleaning and transfer elevator for sale; 130,000 bushels; three track scales; good cleaning machinery; electric power good condition. Excellent transit location; fine dairy territory. Bargain easy terms payment. Write 66B6, Grain & Feed Journals Consolidated, Chicago, Illinois.

**INDIANA**—Elevator for sale, 18,000 bus.—6,500 cribbed, balance for oats; two whses.; good bldgs. Exclusive business, grain, feed, coal, fence, cement, tile and other farm sidelines. Good distance from trucking centers and other elevators. Large annual carload business. C. A. Mendenhall, Mgr., Economy, Ind.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATORS FOR SALE

**MINN.**—22,000 bu. gr. elvtr., fuel feed and seed business for sale. Write for details or see property. W. H. Harris, Maynard, Minn.

**ILLINOIS**—35,000 bushel new cribbed modern elevator for sale; at a way station on I. C. R. R. East of Bloomington, Ill. \$6,000. Large corn crop this year. Far. State Bank, Colfax, Ill.

**YOU MAY BE MISSING SOMETHING**  
AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications form that ad. Thank you."

**SOUTH CENTRAL NEBRASKA**—15,000 bushel elevator for sale. Fully equipped, including grinder and coal bins. In good condition. Now operating. Address 67T10 Grain & Feed Journals, Chicago, Ill.

**KANSAS**—9,000 bus. elevator for sale; good corn country; big crop; coal, feed, and hammer mill. Electric power; truck dump. Good town. No competition. \$7,000, terms on \$2,000. Haddam Grain Co., Haddam, Kans.

## ELEVATORS WANTED

**GRAIN ELEVATOR** wanted in Central Indiana. Write 67U1 Grain & Feed Journals, Chicago.

## ELEVATOR AND FEED MILL

**WISCONSIN**—My Grain Elevators and Feed Mill for sale or lease. Electric power and located in good feed territory. Owner wishes to retire. Edw. Wilkinson, Wilton, Wis.

**CHICAGO**—Grain Elevator and Feed Mill for sale. Ample facilities for handling mill feeds and grain in straight cars, split cars or truck loads. Private switch. Exceptional exclusive location. Established 67 years. Good established business and trade connections. For details address 67T7 Grain & Feed Journals Consolidated, Chicago, Ill.

Some SERVICE to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

## ELEVATOR BROKERS

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## FEED MILL & ELEVATOR FOR SALE

**NEW YORK**—Feed Mill and 10,000 bus. elevator for sale to close estate. Good business in prosperous community; located on NYC R. R. Small down payment. Address Citizens State Bank Real Estate Agency, Lyndonville, N. Y.

## MALT PLANT AND ELEVATOR

**COLORADO** Malt Plant, with elevator equipped for grain storage, for sale or rent. Fully equipped, ready to operate. Side tracks, kilns, steeping tanks, conveyors, steam heated. Public demanding light wines and beers. Unusual profits and opportunity for farsighted business man. Sacrifice estate. Colorado Malt & Barley Co., Longmont, Colo.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

## MILLS FOR SALE

**25 BBL. MIDGET MARVEL** Flour Mill for Sale; plant complete for flour and feed grinding; cheap electric power; good dairy and poultry business to be solicited; coal yard in connection. Weidemann Mfg. Co., Great Falls, Mont.

## 300 BARREL MILL BARGAIN

Have merged with City Mills Company, therefore have 300 barrel Great Western outfit for sale, nicest in entire country. Also 9 stands 48 inch Eusopus Mill Stones. Everything from Receiving Separator to Sewing Machine. Empire Mills Company, Columbus, Ga.

**FINE OPPORTUNITY FOR RIGHT PARTY**—250 bbl. Allis Roller Mill for sale. Steam and water power; good location in heart of town, 68,000 population; 4-story brick building; 50,000 bushels wheat storage; 4 acres of land surrounding mill which could be used to build storage buildings; 4 shipping points; L. V. R. R., C. R. R. of N. J., P. & R. R. R. and L. & N. E. R. R. Double siding to mill. Address Speck Bros., agents, 49 W. Broad St., Bethlehem, Pa.

## CORN MEAL MILL FOR SALE OR LEASE

**FOR SALE OR LEASE**  
**CORN MEAL MILL**  
Now in Operation  
fully equipped

with Modern Machinery  
**CAPACITY 2,000 BUSHELS DAILY**  
For terms and prices write to  
**SANDERS HARRIS, MACON, GA.**  
**W. G. EAGER, VALDOSTA, GA.**

## Bargain Sale in Soiled and Shelf Worn Books

**Clark's Double Indexed Car Receiver's Register** gives ready reference to the record of any car. Facing pages 11x16 inches of heavy ledger paper are each ruled into five columns, those on the left being numbered 0, 1, 2, 3 and 4, while columns on the right are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record." The marginal index figure which is repeated in upper corner of each right hand page represents the right hand or unit figure of the number entered, while the column heading is the second or tens figure. The required number can be instantly found if properly entered. Form 40, with space for 12,000 cars, sells new for \$2.50, and Form 42, with space for 21,600 cars, \$3.25. Have two pretty badly soiled Form 42 "Special" for \$1.75 each; also one Form 40 "Special" for \$2.

**Duplicating Wagon Load Receiving Book.**—Designed to facilitate the work of buyers during the busy season when each farmer is hauling a number of loads daily. Each page is divided vertically down the middle and only the left half is ruled for entries. The ruling shows top of left-hand half of each page. The outer half has the same rulings, but is printed on the other side of the leaf, so that when leaf is folded back on itself, and a sheet of carbon inserted, an exact duplicate will be made of each entry. Each left has spaces for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters. By assigning a separate leaf to each farmer and entering his loads on it, a complete record of his deliveries is always ready. Book is 12x12 inches, check bound with canvas back, contains 225 leaves of white bond and nine sheets of carbon. Regular price \$3. One bargain at \$2. Order Form 66 "Special."

All prices are f. o. b. Chicago.  
**GRAIN & FEED JOURNALS Consolidated**  
332 South LaSalle St. Chicago, Ill.

**FEED MILL FOR SALE**

ILLINOIS—An up-to-date Feed mill for sale with a modern residence adjoining. R. S. Freas, Milledgeville, Ill.

**FLOUR MILL FOR SALE**

CENTRAL INDIANA—150 bbl. flour mill for sale; running 12 to 18 hours per day. Water power; new and up-to-date machinery; hammermill; feed mixer; electric truck dump; new 20 ton scale. For sale cheap. Will consider terms. Write 67T8 Grain & Feed Journals, Chicago.

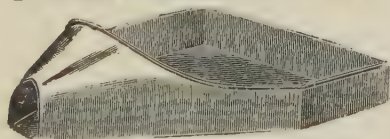
**BUSINESS OPPORTUNITY WANTED**

ELEVATOR, FEED MILL or FEED STORE wanted. Must be priced right for CASH and well located in good farming community. Write Ivor V. Davis, 1126 Moravia St., New Castle, Pa.

**BUSINESS OPPORTUNITIES**

IOWA—An unusual opportunity to buy one or four line yards in northwestern part of state. Priced to sell. Handle grain, coal, lumber and implements. Address 67S5 Grain & Feed Journals Consolidated, Chicago, Ill.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" columns of GRAIN & FEED JOURNALS, Chicago. 9,800 grain men look to these columns twice each month for real opportunities.

**SAMPLE PANS**

Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of the metal will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size,  $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00 at Chicago.

Seed Size,  $1\frac{1}{2} \times 9 \times 11$ ", \$1.65 at Chicago.

GRAIN & FEED JOURNALS  
CONSOLIDATED  
332 So. La Salle St., Chicago, Ill.

**HELP WANTED**

TWO THOROUGHLY EXPERIENCED and Capable country elevator managers wanted. We want men with first class references, and men who can handle not only grain, but all sidelines as well. Write 67U7 Grain & Feed Journals, Chicago, giving full details in first letter.

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" column of the Grain & Feed Journals, Consolidated, Chicago, Ill.

**BEANS FOR SALE**

BEANS—Straight and assorted cars, all varieties. The Denver Elevator, Denver, Colo.

MICHIGAN BEANS are good beans. Place your next order with us. Michigan Bean Co., Saginaw, Mich.

**SCALES FOR SALE**

SECOND HAND scales for sale of any make, size or price, always find ready buyers when represented in the "Scales for Sale" columns of GRAIN & FEED JOURNALS Consolidated.

**MOTOR SERVICE**

ELECTRIC MOTORS repaired, rented and sold. Independent Electric Machinery Co., 300 Southwest Blvd., Kansas City, Mo.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

**Hedging by Dealing in Grain Futures**

By G. Wright Hoffman, Ph.D.

A subject of much interest to all handlers of grain; not a fragmentary discussion but a presentation of the subject in a comprehensive and scientific manner.

This book, bound in cloth, 141 pages, includes, besides an extensive bibliography, chapters on: The Development of Futures Trading and the Practice of Hedging; The Theory of Hedging; Limitations Affecting Hedging; The Extent of Hedging; Extension of the Principle of Hedging.

This is a valuable book and will be worth to you many times its cost.

Price \$2.00 f. o. b. Chicago

**Grain & Feed Journals**

Consolidated

332 S. LaSalle St. Chicago, Ill.

**SITUATION WANTED**

EXPERIENCED Elevator Manager wants position as manager of elevator. "References." Address R. J. Wilson, Chester, S. D., No. 271.

DESIRE POSITION as elevator manager in eastern or central Nebraska. Have had good experience. Best of references. Write 67U19 Grain & Feed Journals, Chicago, Ill.

**MOTORS FOR SALE****ELECTRICAL MACHINERY**

Large stock of motors and generators, A. C. and D. C., new and rebuilt, at attractive prices. Special bargains in hammermill motors 30 to 60 h.p., 1200 and 1800 r.p.m. Write for stock list and prices. Expert repair service. V. M. Nussbaum & Company, Fort Wayne, Ind.

ELECTRIC MOTORS For Sale—Hundreds of "Rockford Rebuilt" machines, all makes, types and sizes available for immediate shipment. All thoroughly overhauled and reconditioned, fully covered by our "One Year Guarantee" against electrical or mechanical defects. Send for complete stock list.

BULLETIN NO. 38.

Sixty illustrated pages of motors, generators, transformers, etc., mailed free on request.

ROCKFORD POWER MACHINERY COMPANY  
620 Sixth Street Rockford, Ill.

STOP! READ! THINK! One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now!

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912,

of Grain & Feed Journals Consolidated, published semi-monthly at Chicago, Ill., for October 1, 1931.

State of Illinois, County of Cook, ss.—Before me, a notary public in and for the state and county aforesaid, personally appeared Charles S. Clark, who having been duly sworn according to law, deposes and says that he is the business manager of the Grain & Feed Journals Consolidated, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 448, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Publisher, Grain & Feed Journals Consolidated, Inc., Chicago, Ill.

Editor, R. R. Rossing, Chicago, Ill.

Managing Editor, Charles S. Clark.

Business Manager, Charles S. Clark, Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock):

Grain & Feed Journals Consolidated, Inc., 332 S. La Salle St., Chicago, Ill.

Charles S. Clark, 332 South La Salle St., Chicago.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: (If there are none, so state.)—None.

4. That the two paragraphs next above giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is ..... (This information is required from daily publications only.)

CHARLES S. CLARK,  
Business Manager.

Sworn to and subscribed before me this 25th day of September, 1931.

(Seal) JOHN A. AITKINS,  
Notary Public.  
(My commission expires November 28, 1932.)

**Modern Methods****GRAIN & FEED JOURNALS**

CONSOLIDATED  
332 So. La Salle St. Chicago, Ill.

Gentlemen:—In order to keep posted on modern methods of elevator management, I wish to receive the *Grain & Feed Journals Consolidated* semi-monthly. Enclosed find Two Dollars.

Name of Firm.....

Capacity of Elevator

Post Office.....

.....bushels

State.....

**MACHINES FOR SALE**

**NEW AND SLIGHTLY USED** Horizontal and Vertical Batch Mixers, both for motor and belt drive. At attractive prices. P. O. Box 5088, Gateway Station, Kansas City, Mo.

**FOR QUICK SALE**

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. **DIAMOND HULLER CO.**, Winona, Minn.

**THOROUGHLY OVERHAULED** Used Machinery for sale. 1 practically new 1500 lb. Eureka Feed Mixer; Barnard & Leas 7x16 Rolls; 2 8 section Plan Sifters; 2 10 section Plan Sifters; 2 No. 4 Allis Centrifugal Reels in fine condition; Barnard & Leas and Allis Purifiers; Electric Motors from 3 to 300 H.P.; 1 60 H.P. Diesel Engine Venn Severin. Industrial Eng. Co., 616 Corn Exch. Bldg., Minneapolis, Minn.

**NEW AND USED MACHINERY FOR SALE**

Attrition Mills, 3 pair high Feed Mills, Driers, Bag Closing Machines, Steel Elevator legs complete with exception of belt for 24" belt. Richardson and Fairbanks Morse 1, 4, 8, and 15-bu. Automatic Scales. Pulleys, Shafting, Hangers and Belting. Write us for specifications and prices. **STANDARD MILL SUPPLY CO.**, 1207 Waldheim Bldg., Kansas City, Mo.

**REAL BARGAINS**

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

**SIROUT, WALDRON & CO.**  
9 S. Clinton St., Chicago, Ill.

## Shippers' Certificate of Weight

for use in advising receivers of the amount and grade of grain loaded into a car. Especially adapted for filing claims for Loss of Weight in Transit. Each certificate gives: "Kind of scale used; Station; Car Number and Initials; Shipper's Name;—lbs. equal to—bus. of No. —; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the ———— R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; name of the weigher." On back is a form for recording the weight of each draught.

Printed and numbered in duplicate. Originals on Goldenrod Bond; duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers. 75 originals, 75 duplicates and four sheets of carbon paper. Size 4½x4¼ inches. Weight 11 ozs.

Order No. 89 SWC.

Price \$1.00 at Chicago.

**Grain & Feed Journals**  
CONSOLIDATED  
332 So. La Salle St., Chicago

**MACHINES FOR SALE**

**USED ROSCO AJAX** Huller for sale good and cheap. Writer Elmer Headlee, Marion, Ia.

**ALL KINDS** of used mill machinery for sale—all sizes rolls, reels—anything you need. Jacob G. Mount, Box 544, Jackson, Tenn.

**BATCH MIXERS.** Any capacity. New Horizontal type. Write for details and prices. Standard Mill Supply Company, 1307 Waldheim Bldg., Kansas City, Mo.

**FOR QUICK DISPOSAL**—Two No. 260. Eureka Double Row Magnetic Separators for sale, brand new, uncrated, manufactured by S. Howes Co., Silver Creek, N. Y. Will sell for \$125 each. Continental Rubber Works, Erie, Pa.

**NEW AND REBUILT MACHINERY**

1 Air Blast Car Loader; 1 Car Puller; 1 Large Dings Magnetic Pulley; Elevators, all sizes; 2-ton Freight Elevator; 1 Humphrey Manlift; Belt Conveyors; ½, 1, 4 and 7-bu. Richardson Automatic Scales; Hopper Scales; Exact Weight Scales; 1000 lb. Batch Mixer, Cold Molasses Mixer; 1 Bag Piler; 1 Special New Wheat Cleaner; Cleaners and Separators, all makes and sizes; 1 Corn Cutter; 1 Corn Cracker and Grader; Corn Shellers; Corn Meal Bolters; Corn Scourers; Hammer Mills, new and used; 18, 20, 22 and 24" Motor Driven Attrition Mills; all sizes in Belt Driven Mills; Diesel Engines and Motors. Special price on 28" Canvas Belt. Everything for the Feed Mill and Elevator. We Sell for Less. Write your Wants. A. D. Hughes Co., Wayland, Mich

**MACHINES FOR SALE**

**BARGAINS**—Truck Dump, Truck and Loading Scales. Feed Mill Mixer and Sheller all O. K. Ireland Farm Supply, West Point, Ind.

**AIR-BLAST CAR LOADER**, new, exceptionally low price. Write Standard Mill Supply Co., 1307 Waldheim Bldg., Kansas City, Mo.

**INTERNATIONAL** 20-h.p. unit for sale, practically new. Also Western Electric power and light plant with nearly new batteries. We are connected with electric power line reason for selling. A. H. Wittry & Co., Maple Park, Ill.

**MACHINES WANTED**

**MACHINERY** FOR 250 bbl. Mill wanted. Must be in A1 condition and priced right. Plansifter, Allis or Wolf preferred. Address Box 193, Stratford, Texas.

**WANTED**—1 good used 10 duct 6" or 7" Haul Signaling Grain Distributor; 1 or 2 Richardson Automatic Weighing Scales; 1 Automatic Packing and Weighing Machine similar to Howe No. 8. Also several dust collectors. Texas Farm Products Co., Nacogdoches, Tex.

**WANTED**

Hammer Mills, 9x30" and larger Roller Mills, Automatic Scales, Feed and Flour Mixers, Grinders, Attrition Mills, 8x32" Reels, Feeders, Bleachers. Give price and full description. Address 63N14, Grain & Feed Journals, Chicago.

**ALMOST ANYTHING YOU WANT** can be promptly obtained through JOURNAL want ads.

Hooray! the Balloon Peddlers are Coming



Carlisle in Kansas City Journal

# OMAHA

## The Corn and Wheat Center of the West

OMAHA territory has excellent milling wheat this year, with protein content to make the kind of flour bakers and housewives want. Corn prospects are for a splendid crop thru a large part of the country this market serves and superior quality is indicated. Elevator facilities are modern and ample for all requirements. Let the following firms supply your needs.

Bell-Trimble Grain Co.  
James E. Bennett & Co.  
Burns Grain Co.  
Butler-Welsh Grain Co.  
Cargill Commission Co.  
Crowell Elevator Co.  
Flanley Grain Co.

Holmquist Elevator Co.  
Lucke-Gibbs Grain Co.  
Nebraska-Iowa Grain Co.  
Omaha Elevator Co.  
Scouler-Bishop Grain Co.  
Trans-Mississippi Grain Co.  
The United Grain Co.

Urdike Grain Corporation

*Ship to Omaha—Buy from Omaha*

# GRAIN & FEED JOURNALS

INCORPORATED

332 S. La Salle St., Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

A merger of

GRAIN DEALERS JOURNAL  
Established 1898

AMERICAN ELEVATOR & GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT-GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 25c.

To Canada and Foreign Countries, prepaid, one year, \$3.00.

**THE ADVERTISING** value of the Grain and Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned. The character and number of firms advertising in each number tell of its worth. Member A. B. C.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, OCTOBER 28, 1931

**THE MANY CHANGES** in grain firms reported in this number, give ample evidence of the buying power of men interested in the grain business, and judging from some of the low prices at which elevators have been sold, they are getting real bargains.

**THE NEWS** contained in this number regarding ten new elevators and seventy-one installations of new machinery proves conclusively there are a number of grain merchants who still have sufficient confidence in the future of the grain business to provide improved facilities for serving their communities.

**THE SAME DAY** that the Farm Board sold 2,000,000 bus. of wheat to exporters, Oct. 23, the price of wheat took a flight into new high levels, after the sale. This proves that the less wheat the Government owns the higher the price will be and that the more it accumulates the lower the price will drop. Get the government out of the grain business, for the good of the wheat growers.

**GROUP MEETINGS** are being continued by many of the state associations with remarkable success; and grain dealers generally, who are proud enough to tolerate competition, come to recognize the advantages of dealing fairly with everyone, and pursuing their permanent policy of "Live and Let Live."

**RYE** has escaped the stabilizing activities of the Federal Farm Board, and as a result is selling pound for pound higher than corn, oats or wheat, altho the available supply of rye greatly exceeds the requirements for flour. Evidently buyers are willing to take hold of any commodity not tainted by the curse of government control as are wheat and cotton.

**SEVEN WIND STORM** losses to grain elevators reported in this number prove the necessity of keeping well insured against this hazard. The average elevator is so much higher than surrounding buildings, and its wide walls offer so much resistance to the blustering wind, that they seem more susceptible to damage by wind than most other structures.

**REPORTS** of thieves and burglars in this number are fewer than usual, but that does not insure elevator men that they are to be overlooked by the light-fingered gentry during the winter months. The greater their vigilance in safeguarding their property the smaller will be their losses. Colder weather and fewer hours of daylight are sure to bring greater activity among the thieves.

**THIRTEEN** elevator fires are reported in this number and, of course, many minor fires occurred, but alert workmen extinguished them before they got beyond control and the elevators were saved. Greater precaution in providing efficient facilities for extinguishing fires in their incipency would effect even a greater reduction in the number of fires and the amount of losses unnecessarily occurred.

**THE SUCCESS** of some provincial legislatures in obtaining a split decision of the United States Supreme Court upholding the constitutionality of the chain store tax, naturally raises the question as to how such decisions may be extended to the line elevator companies. Economists generally as well as the Supreme Court are impressed with the unfairness of such discriminatory taxation, but so long as the United States Supreme Court does not see fit to deny the constitutionality of such legislation, it must stand and doubtless the principle once established will be extended to many other activities which effect real economies in the collections and distribution of the necessities of life. The establishment of more of these taxes will always be accompanied with a new army of lazy bureaucrats who will not only spend all the extra taxes collected but much additional funds, so that in the end the taxpayer will pay dearly for the privilege of levying discriminatory taxes on the chain stores.

**THE THREE** elevator accidents reported in this number have snuffed out two lives and resulted in serious injury to a third elevator worker. It is fortunate that elevator owners are exercising every precaution to keep down the number of these serious accidents by safeguarding moving machinery and continually warning employees of the danger of working about moving machinery, everyone is kept on guard with the desirable reduction in accidents.

**THE PURCHASE** of 15 electro-magnetic separators by one New York operator of a string of feed mills, shows that some elevator men recognize the full advantage of safeguarding their patrons against metal being mixed in their feed products. Michigan operators of feed mills have long been leaders in this improvement, but feed mill operators elsewhere are rapidly coming to recognize the real advantage, not only to their own safety and the safety of their patrons' animals, but also to the prolonged life of their grinding knives.

**BEWARE** of approaching legislation authorizing county agents the country over to engage in whatever mercantile endeavor suits their individual pleasures, or that of their political patriarchs, warn the leaders of the Eastern Federation of Feed Merchants in convention assembled recently. Politics has a fiendish craving for subsidizing Government enterprises, with tax-payers' money, informants advise of commercial activities of county agents interfering with legitimate private business. It is up to every grain man to lead the fight against encroaching bureaucracy through his state and national associations.

**THE FILING** of suits for damages resulting from personal injuries following dust explosions is sure to result in greater care in the installation of improved dust collecting equipment and in the ventilation and construction of elevator cupolas and basements to permit the expansion of explosive force without any permanent damage to main walls of elevator. Not only can employees contribute largely to the reduction of the grain dust hazard by keeping the house clean, but they can also help by keeping the plant free from matches and sparks. All must co-operate in overcoming this hazard if any real success is to be obtained.

**THE CONTINUAL STRUGGLE** of well organized grain exchanges to safeguard the interests of all outside traders and insure fair methods is one service these public trading places perform, which the rampant radicals never recognize. Sharp trading on the grain exchanges by members not only earns permanent disbarment, but the sacrifice of the exchange membership, and rightly so, because unless the exchanges can maintain a service to the public, which is above suspicion, the public will hesitate to trade through members. Most of the exchanges have enforced their rules with such rigid construction few patrons have ever had occasion to doubt their honesty.

AIRING grain by dropping it through a series of open air baffles or shelves tipped toward one another will, no doubt, help to remove some moisture and improve the keeping quality of the grain but passing the same grain through a modern drier or even through a modern cleaner will contribute much more to its permanent keeping quality.

INSTEAD OF WHEAT the U. S. Dept. of Agriculture in Bulletin No. 1664-F advocates the growing of Christmas trees as a side line, unmindful of the fact that in some localities the Christmas tree market is glutted every year. Fortunately so few of the farmers will heed the suggestion that the Farm Board will not be called upon to buy the trees as a new but lawful sort of "farm relief."

CHARGES made by the wheat member of the Farm Board that the grain trade was propagandizing against the Board have been painstakingly investigated by the Federal Trade Commission, which brings in a report dismissing his complaint. Unfortunately the Commission does not amplify its notice of dismissal. One reason that there was no organized opposition to Farm Board policies is that many influential members of the grain trade felt the stabilization of price was so utterly wrong in principle it would fall eventually of its own weight without the trade lifting a finger; but at what a cost to the taxpayers.

WAREHOUSEMEN in Washington who are perturbed over the efforts of the State Department of Agriculture to retain control over the licensing of grain warehouses may have some trouble in litigation; but, as in the grain futures cases, where the courts held that Congress having legislated on future trading the state statutes were nullified, it is likely the courts will hold that the federal law is supreme in warehousing also. Where regulations in some states are burdensome to warehousemen it may be to their advantage to escape from under the red tape and expense by choosing to operate under the federal act, which is in no way compulsory.

ARBITRATION under the auspices of trade ass'ns has been materially strengthened in Massachusetts and Ohio. Under the decision by the superior court of Suffolk County, Massachusetts, the rule of the Spice Exchange empowering the pres. of the exchange to name an arbitrator to represent one refusing to abide by his agreement to arbitrate is upheld. Under this ruling the injured party will get a judgment by arbitrators enforceable at law. To reap the full advantage of this decision it will be necessary for those ass'ns providing only for the penalty of expulsion to amend their rules to provide for appointment of an arbitrator by the ass'n to represent the objector. In Ohio the new law is to be enforced as the result of a state-wide conference held by the Ohio Chamber of Commerce at Columbus.

## Wages of Railway Employees Must Be Reduced

It is perfectly clear to every student of railway finance that the Government must permit the railroads to collect more revenue from the public or reduce the wages paid railroad employees. The Government through its various agencies and legislation has reduced the income of the railroads and increased their labor cost until many lines are in receivership and others are threatened with a similar fate.

New capital cannot be enlisted in providing railroad facilities unless the Government will permit rates and wages which will insure an attractive return on the capital invested. The net revenue of the railroads during the first seven months of the current year was \$391,300,000 or 57 per cent less than during the same months of 1929.

When Congress enacted the Adamson 8 hour law giving the railroad employees nine hours' pay for eight hours' work and time and one-half for overtime, the railroads had plenty of business and for a time at least were able to pay the increase, but with the decline in business, the railroads have not been able to keep up their equipment or their service to the public.

New money will not be subscribed for railroad use until the Government recognizes the necessity of a material reduction in the wages of railroad employees.

Many western farmers worked all season to produce 16 cent wheat which would be charged 16 cents freight to the nearest market. So unless the wages and freight rates do come down, the farmer will discontinue producing 16 cent wheat and the railroads will not be engaged to transport it. Many railroad employees are now drawing pay out of all proportion to wages paid in other lines of industry and their high wages makes it necessary for the carriers to assess high freight rates that are prohibitive to many products usually shipped long distances.

The refusal of the Interstate Commerce Commission to grant the 15% increase in freight rates asked by the carriers, will compel many lines to continue operating at a loss, unless wages are reduced.

## The Mania for Cheap Storage

The holding of 250,000,000 bushels of wheat in storage by the Federal Farm Board has created an unusual demand for additional storage of cheap construction and we find its influence exerted all the way from the farm to the mill.

Many farmers have installed steel tanks of 1000 bushels capacity which can be drawn about the farm and some Kansas elevator operators have planted a number of one thousand bushel steel storage tanks near their elevator and rented them by the month to farmers who hope for higher prices. At some terminal points we find much new storage room of cheap construction which may give temporary relief to congested markets, but sad to relate, some of these storage units are of such large capacity and have such small handling facilities that these plants will be of no use in caring for the crop gathered during a wet harvest.

When wheat starts to heat in a million bushel elevator with one leg of small capacity, much trouble is sure to be encountered by the operators. Some grain handlers have seen fit to build tanks of unusual diameter and extreme height. Of course, they have taken the precaution to install several thermometers in these large tanks, but when the grain starts to heat, somebody will do a lot of sweating and worrying and it is very likely that some grain will get so far out of condition that its recovery will be impossible.

The impression prevails that we will not long have the Farm Board with us, so the unusual congestion of terminal storage facilities existing during the past two years is not likely to depress grain values much.

## Business Is Cooperative

**P**ERHAPS the most important fact for an employe to learn is that he can't get ahead permanently except as he uses his company as a vehicle.

By helping to move the business forward, he will advance himself. By thinking only of himself and giving no thought to the business, he may advance temporarily, but he will not hold his place.

Every employe should strive to grasp the idea that a business enterprise, small though it may be, is essentially a co-operative institution. The members of it progress together or fall behind together.

The enterprises that move forward year after year are those in which there is a high spirit of co-operation. Each employe looks upon himself as a member of a team. His first thought is to promote the good name and reputation of the institution, and not to see how much he can use the institution to promote his personal advancement and convenience.

—William Feather.

longer. With the permanent relief from congestion, the demand for additional storage in some of the terminals would not be so urgent. Storage room of cheap construction may be all right to meet the temporary need, but for permanent use under various varying conditions of different harvests, the rapid handling, well equipped conditioning elevator is still an attractive investment, regardless of the first cost.

It is but natural that men providing facilities for temporary storage should strive to construct it as cheaply as possible because the need of it at that location may not long exist.

### Calling in Contractors

One South Dakota station lost two elevators by fire last month and recently one of the sufferers broadcasted an S. O. S. message to a number of builders to be present on a certain day to submit bids on a new elevator. The directors had not yet decided to rebuild the elevator nor had plans been prepared, so no one had any definite idea as to what was wanted or how much.

Until grain dealers formulate more definite ideas as to what is wanted to meet the needs of their local trade, they are hardly in a position to instruct anyone to prepare plans for such a building. If the new elevator is to meet the needs of the community economically and efficiently, then someone with knowledge of the latest developments in grain handling equipment should be entrusted with the designing of the best elevator obtainable for handling the business at that station.

As a rule, the progressive elevator builder when entrusted with the designing of a modern plant will equip it with a 20 ton wagon scale, large receiving sinks, rapid handling legs and distributing spouts that will not mix, a manlift which you can use daily without fear and trembling and a sufficient number of bins to classify all kinds of grain in keeping with the grades now in common use in the terminal markets.

Grain dealers located in feeding districts are now insisting on having feed grinding and mixing equipment of the latest and best design in hope of giving steadier employment to their helpers and capital. The preparation of such a design not only requires years of experience in designing grain elevators but some extensive survey of the site and the business the plant must take care of and after such plans have been prepared, the grain dealer and his designing engineer will study the arrangement and equipment to the great advantage of all concerned. To call in other elevator engineers after the plans have been completed gives all a chance to figure on something definite, but until these plans have been perfected to the satisfaction of the grain dealers, he does not know exactly what he wants nor can he give the contractors sufficient definite information to enable them to present an intelligent bid.

The present day demands of the grain and feed trade of most country stations is

more exacting than ever and the dealer as a rule recognizes the necessity of providing better equipment but he stands small chance of getting a plant that will make it easy for him to serve his community efficiently unless he and his engineer make a careful study of the needs of the community and his opportunity to serve it.

Calling for competitive bids even before it is definitely decided to rebuild can only attain haphazard results which are seldom satisfactory to anyone.

### The Much Needed Elevator Improvements

The Government's extravagant venture into the marketing of agricultural products has resulted so disastrously to the United States Treasury that the politicians will not dare appropriate another penny for any new political excursions into the realm of business. The taxpayers will rebel.

While the operations of the Federal Farm Board have been most destructive to business enterprise, the farmer has suffered even more than the merchants specializing in the marketing of various farm products and what is more he is beginning to realize the true cause of his suffering and merchants and manufacturers in other lines have come to recognize that the destruction of his buying power through the operations of the political racketeers is one of the most potent influences making for a continuation of the present business depression.

The attempts of Farm Board subsidiaries to coerce co-operative elevators to turn over to them the control of their property has discouraged their making much needed repairs and improvements and the threatening attitude of these same subsidiaries who have striven to dominate every market has so discouraged the independent elevator operators that few have dared to make repairs and improvements they wanted and needed.

Congress will soon convene and if it responds to the unanimous demands of the press and of the business organizations of the land it will immediately terminate all activities of the Farm Board.

With the National Grain Corporation, and the Grain Stabilization Corporation shorn of their power to pile up depressing stocks of grain, the dealers who by training and experience are better prepared to market the farmers' products economically will start functioning normally and soon will provide up-to-date facilities for handling grain efficiently. This will not only make a better market for farm products but it will also make a market for all kinds of elevator and feed mill supplies. Reports from many wheat growing sections of the country give positive proof that none will welcome relief from the political racketeers more than the farmer who has been forced to sell wheat at 16 to 25 cents a bushel.

While the repairs and improvements made in country elevators and feed mills during the last two and a half years have been below normal, the number of fires destroying

grain elevators during that period have been above normal so that 1932 should witness a real rejuvenation of the grain handling facilities of the U. S. A. All that will be left of the nation's horrible dream of so-called "Farm Relief" will be the memory of the depressing influence on values of enormous stocks and the deep scars on the surplus, which should be in the U. S. Treasury.

### Chattel Mortgage on Grain Ineffective

Perry F. Turner, farm tenant, delivered corn to the elevator of B. O. Beadle at Atlantic, Ia.; and to pay C. A. Meredith, to whom he owed \$1,200, gave Meredith a bill of sale on the corn in the elevator, valued at \$1,000. Beadle shipped out the corn and sold it, and kept the money because J. H. Turner held a chattel mortgage on the corn dated prior to the sale to Meredith. The mortgage was dated Apr. 21, 1926, but was not delivered to J. H. Turner until Jan. 14, 1927, and the bill of sale had been given Meredith before that date. Not until Jan. 14 was the mortgage filed for record with the county recorder.

The Supreme Court of Iowa on Dec. 9, 1930, when Meredith brought suit against Beadle, ordered latter to turn over the proceeds to Meredith, and ruled that J. H. Turner take nothing, for two reasons. Because the mortgagor was not in actual possession of the corn title passed with the giving of the bill of sale; and mortgagee had no lien until actual delivery of the instrument to him, which was too late.

J. H. and Perry Turner were father and son, landlord and tenant, and if this was a scheme to beat the grain dealer out of the price of the corn it failed miserably because the buyer wisely kept the money for an order of court.—233 *N. W. Rep.* 512.

### Damage to Shipment

When a shipment is unloaded at destination in bad condition the railroad company is prone to claim the shipment was in bad condition when received for shipment or had some inherent vice. Often the shipper is misled by the allegation of the claim agents; but as a matter of law the shipments are presumptively in good order when received. The carrier has an opportunity to inspect the goods when tendered for shipment and is bound by acceptance.

In the suit by the Standard Rice Co. against the Galveston, Harrisburg & San Antonio Ry. Co. the Court of Civil Appeals of Texas on Dec. 17, 1930, gave judgment in favor of shipper for damage to rice in transit from New York to Houston, Tex., altho the defendant claimed there was no finding by the jury that the shipment was in good condition at New York or that the defendant negligently handled the shipment.

Plaintiff's associate manager at New York testified that the packages of rice were loaded at its warehouse in good condition on autotrucks and that the cases had no loose or broken boards. The defendant's testimony by its freight checker at the dock was that 26 of the cases were frail and had to be recoopered before placing on the boat. On arrival at Houston many of the 1,500 cases were found to have been broken open and the rice so mixed with dirt that it had to be remilled. Judgment was for plaintiff for \$1,599.35 damages, with interest; but the court of appeals deducted \$51.75, the cost of reconditioning the damaged rice.—34 *S. W. Rep.* (2d) 619

## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### How to Fumigate with Bisulfid of Carbon

**Grain & Feed Journals:** We understand carbon bisulphide is a good thing to kill vermin in elevator bins.

We are troubled some with weevil and were wondering if you could tell us just how this carbon bisulphide should be used and in what quantity.—Bad Axe Grain Co., Fred W. Kinde, Bad Axe, Mich.

**Ans.:** Bisulfid of carbon is easy to use, but the policies of the mutual companies contain a clause, "This policy shall be void if the assured does now, or hereafter keep, use or allow bisulfid of carbon in any of the buildings described in this policy."

For carbon bisulfid treatment first clean the bin thoroly, sweeping the sides and remove all refuse. Make the bin as air-tight as possible. Then pour bisulfid of carbon on top of the wheat in the bin and as it evaporates the heavy vapor will sink thru the grain and kill the insects. The gas is poisonous and the operator should avoid breathing it. All fire and naked lights must be kept away as the gas is very explosive when mixed with air, so that after using, the elevator should be aired thoroly before entering. About 1½ lbs. per thousand cubic feet should be sufficient.

The bisulfid is much more effective in hot weather than in winter. The use of a greater quantity in cold weather does not help much. The liquid or the vapor does not injure the grain in any way for germination or for human food.

### Portable Grinder Competition?

**Grain & Feed Journals:** We have been seized with the portable grinder epidemic. How long does it usually last and what is the remedy? What have been the experience of others?—Ben Levy Grain Co., New Haven, Ind.

**Ans.:** The portable feed mill is no good if the roads are impassable or the motive power or the driver of the portable are out of commission. Neither is the truck or the driver able to function if the mill is out of commission. On the other hand, the elevator which is equipped to do grinding is invariably open every day of the year to serve its patrons and it serves them far more efficiently than they can ever hope to obtain from a portable.

Another point which has developed in many sections is that the grinding done by many of the portables is far from satisfactory to feeders who are looking for real results.

Some portables have attempted to post advertising posters in small town restaurants and stores, but the merchants quickly tore them down because they said their business depended on the farmer coming to town more frequently and if the portable succeeded, it would reduce his visits to town and naturally reduce their sales. These are but a few of the many reasons why the portable grinder soon plays out.

Grain elevator operators have been fighting the portables in different ways. One is by circularizing their patrons with helpful information on the profitable use of ingredients in all balanced rations. The portable grinder is not equipped to mix in the ingredients recommended by the Agricultural Experiment Stations, while most of the elevator operators who have feed grinding equipment are also equipped with efficient mixers.

Some Iowa elevator operators have made a material reduction in their charges for grinding and tried to recoup their loss through the sale and mixing in of ingredients recommended by the various feeding experts. Several Iowa farmers elevator operators have installed a free trucking service for feeds to their farmer patrons and offset it in a measure by charging them for hauling grain to market on the return trip. In some Iowa sections, the elevator operators

joined hands in purchasing of portable equipment and thereby met the competition of the portable grinders by watching their routings and traveling territory just in advance of the traveling mill, thereby making business difficult for it.

In Iowa a finance corporation working out of Des Moines has bought and sold many of these traveling mills on time payments and given the buyers a specified territory in the hope that they would be able to pay the deferred installments when due. But the competition put up by the elevator operators has been so severe, that the financing of these traveling nomads has proved extremely hazardous.

### Failure of Bank Collecting Draft?

**Grain & Feed Journals:** What is the law in Pennsylvania relative to grain drafts?

We recently had a draft in Pennsylvania paid by the consignee, and collecting bank made remittance by drawing a draft on a New York bank, but before the draft got to New York the collecting bank closed its doors.

In Ohio these drafts are considered as being sent to the collection bank as collections not to be intermingled with the collecting bank's funds.—V. E. Chambers, Sidney, O.

**Ans.:** Last year the state of Pennsylvania enacted the uniform collection code of the American Bankers Ass'n which provides for preference for funds resulting from the collection of drafts with Bs/L, in state banks. In national banks the rule is different, being subject to the comptroller of the currency, who denies preference to the owner of the draft unless the proceeds of collection have augmented the assets of the collecting bank.

### Program Nebraska Grain Dealers Ass'n

For the 3d annual convention of the Nebraska Grain Dealers Ass'n to be held Nov. 3 and 4 at the Fontenelle hotel, Omaha, Neb., the following program has been arranged:

#### Tuesday, Nov. 3, 1 P. M.

Invocation by Dr. Frank A. Hosmer, pastor First Presbyterian Church.

Address of Welcome by Mayor R. L. Metcalfe.

Welcome on Behalf of Chamber of Commerce by W. Dale Clark.

Response by F. C. Krotter, Palisade, Neb.

Address by Pres. E. L. Brown, Chester, Neb.

Secretary's Report by J. N. Campbell, Omaha, Neb.

"Effect of New Freight Rates on Nebraska," by J. A. Little, Lincoln, Neb.

Address by H. A. Butler, Omaha, Neb., Pres. Grain and Feed Dealers National Ass'n.

"Inspection Statistics," by Harry L. Clark, Chief Inspector Omaha Grain Exchange.

Dinner, 6:30 p. m., courtesy of the Omaha Grain Exchange.

#### Wednesday, Nov. 4, 9:30 A. M.

Report of Treasurer by Cobe S. Venner, Lincoln, Neb.

"Off Grade Wheat," by H. E. Nelson, Omaha Federal Grain Supervisor.

"The New State Warehouse Law," by J. F. Miller, sec'y Nebraska State Railway Commission.

Round Table Discussion.

Election of officers and directors.

This meeting will gladly welcome all grain dealers, farmers companies, or otherwise, who believe in the conduct of the grain business without government competition.

A special rate of 1½ fare will be given to all comers, by all railroads into Omaha for the period of the livestock show Oct. 31 to Nov. 7, giving reduced rates to the Nebraska Grain Dealers' convention.

### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned 'horns are truly mythical. You can not afford to pass up these opportunities.

Nov. 3-4. Nebraska Grain Dealers Ass'n, Hotel Fontenelle, Omaha, Neb.

Nov. 5-6. Ass'n of American Feed Control Officials, Hotel Raleigh, Washington, D. C.

Jan. 22-23. Indiana Grain Dealers Ass'n at Indianapolis, Ind.

Feb. 9-11. Illinois Farmers Grain Dealers Ass'n, Peoria, Ill.

Feb. 23-24. Eastern Federation of Feed Merchants, Syracuse, N. Y.

### New Head of Cincinnati Inspection Department

Under the management of John O'Hara, the inspection and weighing of grain at Cincinnati, O., is expected to be conducted as efficiently as in the past, the new head of the department having been in the employ of the organization for 26 years, and chief deputy inspector and weighmaster since the name was changed to Cincinnati Board of Trade.

Mr. O'Hara is a native of Cincinnati. His first work was as a flour inspector under Geo. F. Munson, then chief flour inspector. In 1916 he was licensed to grade grain by the U. S. Dept. of Agriculture and for two years worked for the Chamber of Commerce, continuing with the Cincinnati Grain & Hay Exchange when it was decided to form a separate organization, now known as the Board of Trade. He succeeded J. A. Hallam, who recently resigned.

Spokane, Wash.—Wheat is being tried out as a fuel, some farmers having special grates made so that it may be burned in ranges and heating stoves. Mixing it with sawdust is also being tried. The Washington Brick, Lime & Sewer Pipe Co. is taking the lead in using it for industrial fuel.



John O'Hara, Cincinnati, O.  
Chief Grain Inspector

# Politics and the Grain Trade

By JAMES C. MURRAY, President, Chicago Board of Trade, before Grain and Feed Dealers National Ass'n at Houston, Tex.

In approaching this subject of "Politics and the Grain Trade," it seems advisable to trace the developments of the past ten years leading to the unsatisfactory conditions prevailing today. Selected as a target for political controversy, the efficiency of a sound commercial machine has been seriously disturbed. Because of the intimate relation with the growth of the nation, it was not difficult for the politically ambitious to continuously stir up heated controversy and to introduce theoretical plans for the improvement of our practical marketing machinery. With the termination of the war and the serious deflation, this became a major issue.

**Overproduction, Not Fault of Marketing System.**—It will be recalled that during the war the nation's leaders pleaded with farmers to "grow wheat and more wheat" to win the war for democracy. Quite naturally the end of the war found a wheat glut of major proportions; prices tumbled from \$3 to \$1 a bushel. Never in history had agriculture provided so splendid an issue for politicians who knew how to capitalize such distress. A flood of proposed laws poured into the legislative hoppers. Most of them extended various types of aid to the farmer either in the form of loans or in the form of special privileges. Several others hit directly at the grain dealers and the grain exchanges. It was politically asserted that with a glut of wheat in the world and prices down to low levels, it was the fault of the marketing system. This was as unreasonable as it would be to condemn the thermometer because it registered a low temperature.

Some of these proposed laws were so extreme that they would have closed the doors of the exchanges and brought on a chaotic condition in agriculture and finance. Better judgment prevailed in such instances.

**Grain Futures Act.**—At length attention was centered upon the so-called Capper-Tincher bill which gave the federal government broad power in the supervision of grain exchanges. This bill was enacted into law but was soon declared unconstitutional by the United States Supreme Court. It was almost immediately rewritten with the objectionable legal technicalities eliminated, and was placed on the statute books as the Grain Futures Act.

It was generally agreed among farm politicians and by the authors of the bill that this law would give the government such unusual powers that any sound objections which might have existed against practices of the exchanges in the past would in the future be eliminated.

In a large measure this was true. Most of the objections had been imaginary, built up by agitators who sought to capitalize the farmers' distress. But the exchanges effected some changes and determined to give the Grain Futures Administration of the Department of Agriculture whole-hearted support in enforcement of the law in order to put an end to political agitation. Such co-operation has been continuous and sincere. Because of the immense powers placed in the hands of those who administer the Grain Futures Act there have of course been occasions of individual complaint, but generally a spirit of harmony has prevailed between officers of the Chicago Board of Trade and other exchanges and the officials of the grain futures administration.

**Market Support Discouraged by Government Spying.**—In spite of these years of striving to meet all fair objections, the exchanges again face the threat of further restrictive legislation simply because prices have been low and again the thermometer which registers the composite world opinion on the value of grain has done so with truth and accuracy. Passage of the Grain Futures Act did not boost up the price of wheat. But it did serve to discourage public interest and support by making proper business secrets available for inspection by men employed by the government. Cleverly continuing the political controversy the theoretical McNary-Haugen bill became the slogan of the so-called farmers' friends and this bill passed both houses.

**McNary-Haugen Bill.**—On May 23, 1928, President Coolidge courageously vetoed this measure because of its socialistic and uneconomic character. In a message bristling with logic and sounding a warning against such dangerous legislation, President Coolidge let the farmer know in no uncertain terms that this measure could not possibly provide permanent relief and assistance.

Among other things President Coolidge said: "If there is any conclusion that we can announce as final with regard to governmental business operations, particularly after the bitter and excessively costly wartime experiences with such enterprises, it is

that we cannot maintain a bureaucracy of such vast proportions engaged in buying and selling without constant danger of corruption, mismanagement, and prodigious tax burdens. No private agency of so gigantic and complex a character attempting to juggle with profound economic principles in such a fashion could survive under such circumstances, and the chances for a governmental trading organization would be even less.

"Swarms of inspectors, auditors, disbursers, accountants, and regulatory officers would be let loose throughout the land to enforce the terms of these contracts and to curb the inevitable attempts at evasion of the equalization fee. This plague of petty officialdom would set up an intolerable tyranny over the daily lives and operations of farmers and of every individual and firm engaged in the distribution of farm products, intruding into every detail of their affairs, setting up thousands of prohibitory restrictions and obnoxious inspections.

"Such autocratic domination over our major industry, its dependent trades, and the everyday activities of hundreds of thousands of our citizens would indeed be profoundly repugnant to every instinct of our institutions."

The McNary-Haugen bill was killed—at least for the time being. It is, however, being resuscitated in the face of the tragic failure of the Farm Board policies and may be offered in Congress again this winter. It is doubtful if the equalization fee principle or the debenture principle can become a law in the face of strong objections previously made by President Hoover and his associates, and in the face of public indignation over the wrongs which agriculture as well as business have suffered in the past two years by reason of governmental meddling with the economic laws of agriculture.

**Agricultural Marketing Act.**—When it became apparent in Washington that the McNary-Haugen bill could not go over, at least in its own cloak, the Agricultural Marketing Act rose on the horizon of politics. In the heat of the presidential campaign of 1928 it was given endorsement and the party pledge was fulfilled. A Farm Board was appointed as provided in the Act and began functioning almost immediately. There is no need here of going into the record of the Farm Board activities. It may be stated, however, that this record constitutes the nucleus of one of the most bitter controversies in the history of the country. It is difficult to treat the subject in a neutral and impartial way. Many able men will tell you that the very attempt of the government to artificially stimulate our wheat prices was a signal for investors, foreign importers of our wheat and others to get out of the wheat market.

The record of the activities of the Farm Board should end forever political "relief" thru attempted artificial price manipulation. It has resulted in complete disruption of the effective system of distribution through which major farm products normally flow from producer to consumer.

It is a matter of record that the retaliation of foreign countries by way of lifting tariff walls, increasing production, and boycotting American wheat and cotton has been a tremendous factor in creating the distressing conditions that now prevail in this country. With the reaction to Farm Board distribution it is clear that the McNary-Haugen or export bounty plans which provide for selling abroad at less than home prices would meet additional safeguards from foreign countries and therefore a progression from bad to worse for American agriculture.

We have heard a great deal concerning the wrongs of the Farm Board, how the Board has disoriented the consumptive channels by attempting artificial price manipulation, how it has speculated on a tremendous scale with taxpayers' money, and how it has disturbed the channels of commerce through which our surpluses of wheat and cotton normally flow.

**Unfair Competition by Government.**—But there is still another phase of the situation which in my opinion even transcends the other factors. It is that of unfair competition. Not only must the Farm Board loan large sums of taxpayers' money out of the United States Treasury, but it must loan these public funds at interest rates that are below market rates paid by competing businesses. As of July 1, 1931, outstanding loans from the revolving fund, according to the Farm Board, amounted to over \$345,454,296.79. Many of these loans are understood to be for a period of ten years. On nearly half of them the interest rates are reported to be below 2 per cent, and the average in-

terest rate on all its loans is said to be less than 3 per cent.

The results of this cheap credit are first a check on the activities of the local dealer and a complete loss to the rural banker; secondly, an invitation to over-extend the business of the local co-operative resulting in swelling of credits and subsequent losses.

If this practice is continued what is to become of private initiative; what is to become of individual effort along commercial lines; how can the average business expect to survive when faced with such competition?

Here we have the federal government taking funds from private business in the form of taxes and passing these funds over, not to agriculture in general, not to all the wheat farmers or all the cotton growers, but to specific co-operative groups who come within the sphere of the Farm Board specification, at interest rates which no private business can possibly obtain.

In the past co-operatives have had the highest death rate where they have been overstimulated. Hence this banking activity is equally harmful to the cause of genuine co-operation.

But to those against whom it discriminates, whether they be farmers, farmer companies or private interests, it is a palpable wrong that cannot be justified on any basis of sound government, sound economics or sound business practice. It attacks the fundamentals of our Democracy.

**The Farm Board has become the banker.**—Rural banks that formerly performed this service are compelled to stand aside. Sound principles dictate that the federal government has no right to take one taxpayer's money away from him and loan it to a group at a low, uncommercial rate to help that group put him out of business. The law is doing that very thing. It is not the fair American way of doing things. Free competition should prevail; business should go to him who can perform the best service at the lowest price.

It is becoming increasingly obvious that the Agricultural Marketing Act as it now stands provides too much money, too much power, and too many duties impossible of proper performance. The law makes the Farm Board our biggest speculator, our biggest grain merchant, our biggest cotton merchant, a banker who can ignore all sound banking practices and a competitor whose favored position places all others at a disadvantage.

**Is a Farm Board Necessary?**—In rural newspapers, in the editorial columns of [Concluded on page 469.]



James C. Murray, Chicago, Ill.

## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

### Farm Board Put the Markets Down

*Grain & Feed Journals:* I hope by the time the next year rolls around you will have the Farm Board licked, as the Board, in my opinion, is one of the things that has put these markets down where they are. The idea of piling up 250,000,000 bus. of wheat and holding it is the direct cause of it and nothing else.—Henry Kunz, sec'y the Kunz Grain Co., Wesley, Ia.

### Compelled to Sell Business to Farm Board

*Grain & Feed Journals:* We were compelled to sell the Centerville Elevator to the Farmers National Warehouse Co., of Pendleton; and I am not operating as a company but am in the grain business buying for Kerr, Gifford & Co., of Portland, Ore.

Times are too hard, but I have a very good idea of the political situation of the Farm Board. You could not picture it any worse than I see the damnable curse.—John A. Miller, Centerville, Wash.

### Hunting for Hoover Farm Board Prosperity

*Grain & Feed Journals:* We have been making "financial history" in Scott County the past month and considerable more is expected before the end of the year. The "zero hour" for this community will be about the first of next March. An "Investigating Com'tee" is being appointed in this community to "look around all corners" and ascertain if "Hoover Prosperity" is loafing around here. As soon as we are able to locate the elusive varmint, we will pass it on to Chicago, as from the Chicago papers, your city is also in dire need of the animal.—E. H. Anschutz, Long Grove, Ia.

### Enclosed Motors Greatly Reduce Repairs

*Grain & Feed Journals:* I was much interested to read in the September 12 issue of the Electrical World an account of the change-over in the Ford Motor Company's plant at Dearborn, Michigan, where 27,000 direct current motors were replaced by the same number of alternating current motors.

An outstanding feature is that all motors except probably the very large motors of the synchronous type are of the totally enclosed fan cooled type.

The adoption of the enclosed type of motor by the Ford organization is a distinct recognition of the advantages of the enclosed motor over the open type, and it is indeed gratifying to us for we feel that we more or less pioneered the agitation for the development of the enclosed types of motors.

One paragraph of the article in the Electrical World is especially interesting, and we quote this paragraph in full as follows:

The change-over has already resulted in a 78 per cent reduction of motor repair labor. The motor repair department, where formerly 550 men were employed, now has only 120. This large decrease is accounted for by the fact that the first motors changed were those that had been most difficult to keep in service. In such locations as the foundry, where it is impossible to keep any

open-frame motor clean for any length of time, it was a normal experience to lose at least one motor per week per department and in some cases one motor per day. These locations were sought out and the motors in them were among the first to be changed. Naturally there followed a striking reduction in the labor of keeping these drives in service.

This should help increase the use of enclosed motors in mills and elevators.—Very truly, Mutual Fire Prevention Bureau, C. W. Gustafson, Chief Engineer, Chicago.

### Business Will Be Looking Up

*Grain & Feed Journals:* I trust by next year business will be looking up again. The Farm Board will have been abolished, for it surely has been a nuisance. I trust too, that by that time many other silly and damaging laws will have been repealed. But if this is all done, some other legislation will be enacted, perhaps just as foolish and as damaging.

Many farmers are being told that the Board of Trade should be blown up, and many believe the Board of Trade is at fault. I have a big time explaining to my friends what the result to them would be were there no such public markets. It is strange, too, that so many supposedly well informed farmers should "suck" all that stuff in, and especially when it comes from a demagogue who has no more idea how the Board of Trade operates than does a two year old child. I doubt if Hoover understands just how the grain trade is conducted! It seems to me to be a case of manufacturing alibis and passing the "buck."—John G. Bauer, Valparaiso, Ind.

### Kansas Farmers Against Farm Board

*Grain & Feed Journals:* I have just returned from a two weeks' trip covering southwestern Kansas and I am convinced that fully two-thirds of the independent dealers and the farmers elevator managers are highly in favor of the repeal of the Agricultural Marketing Act. I am convinced that 99% of the dirt farmers of Kansas are in favor of repealing the Act. At least four of our Kansas Congressmen and one of our Senators will vote for the repeal of the Act at the next session of Congress.

I do not recall talking to one manager of the farmer's elevators who had a kind word to say for the Act or the Farmers Nat'l Grain Corpn. They resent its attempted coercion.

I will draw up a protest and petition against the Act in hope of inducing our members to obtain signatures of dirt farmers demanding the immediate repeal of the Act.

Hoping the farmers of America will soon be relieved of the depressing influence of this monstrous attempt to dominate them, I am—E. J. Smiley, Sec'y, Topeka, Kans.

A milling quota on wheat giving preference to home grown and empire wheat is part of the Conservative platform in Great Britain, in the coming election.

More than 2,000 persons in attendance at the Stafford County Fair cheered a declaration of Senator McGill of Kansas that one of the factors necessary to the restoration of prosperity in this section is the abolishment of the Federal Farm Board.

### George W. Moore Company Joins Link-Belt

The merger of the George W. Moore Co., of Chicago, with H. W. Caldwell & Son Company, a subsidiary of Link-Belt Co., is announced by Alfred Kauffmann, president, Link-Belt Co. The combined units are to be known as the Caldwell-Moore Division, Link-Belt Company.

Mr. Max H. Hurd, formerly president of the George W. Moore Co., becomes a Vice-president of Link-Belt Co., in charge of the Caldwell-Moore operations. His headquarters will be at 2410 W. 18th Street, Chicago.

Thus the facilities of two well-known manufacturers of similar lines of conveying equipment are consolidated in the interest of better service to the jobber and consumer, and Link-Belt Company acquires an entirely new line of manufacture, Salem Elevator Buckets, an important specialty of the Moore Company.

Mr. Kauffmann states: "There will be no modification of the policies of the two companies, and no change in the diversity or character of products. It is the intention that customers shall freely avail themselves of the facilities of both companies at any time. The Moore line enjoys a high reputation. It is well made, it fits into the Link-Belt line of products without apology, and we are glad to welcome it into the Link-Belt family."

The corn borer's westward march has been stopped during the past two summers. The insect that thrives in the humid climate surrounding Lake Erie can not endure the hot and dry weather of the Western part of the corn belt. W. P. Flint, state entomologist, in charge of the fight, says: "Active scouting for the European corn borer in most of the midwestern infested areas ceased last week. Up to that time there had been a considerable spread of the insect southwest in Indiana, but there was no direct spread westward. In Indiana the insect did not move any nearer the Illinois line than in 1929, altho a considerably larger portion of Indiana has been found infested this season." Was the government's \$10,000,000 appropriation for the borer fight wasted?



Max H. Hurd, Chicago, Ill., now Vice Pres. Link-Belt Co.

### Short Selling Defended

Richard Whitney, pres. of the New York Stock Exchange, speaking before the Hartford Chamber of Commerce Oct. 16, defended short selling. He said that had there been no short interest in the market on Sept. 21, the day after England's suspension of the gold standard, the Stock Exchange might have been forced to close for the third time in its history.

He denied that short selling had caused a decline in security prices. Instead, he said, the decline was due to "our unsatisfactory business conditions and to the liquidation of securities owned outright or held on margin."

"It also is wrong to say that a ban on short selling could halt our business depression. When economic equilibrium in the world's affairs is again re-established—and make no mistake, gentlemen, it will be—liquidation of securities will stop, buyers will regain confidence, and prices will rise.

"The prohibition of short selling would delay and cannot hasten this process. Neither our governmental authorities by means of legislation, nor the New York Stock exchange by means of its regulations can by any magic perform economic miracles."

Mr. Whitney disclosed for the first time that last month's ban on short selling was not complete, since it became necessary after the first two hours to permit a limited amount of short selling to prevent corners and unwarranted and dangerous advances.

### State or Federal License for Warehouses

The Department of Agriculture of Washington State purposes to retain control of public warehouses, as against warehousemen who have applied for licenses under the United States Warehouse Act; and to that end has decided to petition the state court for an injunction restraining the Northwestern Dock & Elevator Co. from operating under the federal law only. This company has a number of grain warehouses in the interior.

The change made by Congress in the U. S. Warehouse Law Mar. 2, 1931, was explained fully in the Journals Sept. 23, page 342; but a supreme court decision will be necessary to delimit the authority of the state and federal governments over warehouses.

**Repeal of the Agricultural Marketing Act** is favored by Jouett Shouse, chairman of the Democratic National Executive Com'tee. In outlining a platform for the 1932 Democratic National Convention Mr. Shouse said that one of the things that should be done is "the immediate repeal of the ill-starred legislation which created the Farm Board with an appropriation of a half billion dollars at its disposal and which has resulted in infinite damage to the agricultural industry as well as the loss of tens of millions of taxpayers' money."

After visiting 31 counties in Central and Western Kansas, E. J. Smiley, sec'y of the Kansas Grain Dealers Ass'n, says: All farmers whom I met, expect the repeal of the Federal Farm Act at the next session of congress, and say if the congressmen from their district fail to vote for its repeal, they will not get a chance to vote in the congress after 1932. Most farmers with whom I talked are of the opinion that when the Federal Farm Act is repealed, wheat will advance 25c a bushel. So do I!

The Texas house has passed a bill for a one-third reduction in the cotton acreage, and on Sept. 21 a compromise with the one-fourth reduction in the Senate bill, was being considered. The cotton growers will enjoy being regulated by the politicians.

### Decadence of the Old Stone Elevator

"Keep up with the procession or be lost" is reflected in the demise of an antiquated elevator at Wreford, Kan., where good roads have made it possible for the limited grain business to move on to the towns where elevators have modern facilities for dumping and handling grain.

A number of years ago when a shipping surplus of corn and small grain appeared in the valley in which Wreford rests, a Kansas City grain man purchased the lime house of the old McCarty & Son lime works. The lime works had fallen into disuse, but the warehouse from which the shipping was done, located on the bank of a cut thru which the railroad ran, was admirably fitted for shipping. This warehouse was transformed into a grain elevator, by building up four bins, a leg, a driveway and a log dump. The wagon scale was set outside, a few feet from the driveway and dump, but a number of steps from the office. A gas engine, operating a series of shafting, ran the leg.

At this point M. H. Howard, who worked for the A. J. Poor Elevator Co. for 35 years, spent his declining years continuing the business of buying and shipping grain. Wreford was not a particularly good shipping point, but as modern grain handling facilities developed in surrounding towns, with truck dumps, faster legs, large size scales, and electrical equipment, business drifted away from Wreford. A gravel road thru the valley that made it possible to move north or south in all kinds of weather, was undoubtedly a contributing factor. Trucks, facilitating such movement and seeking the elevator equipment that could give them prompt service, encouraged the drift.

Three years ago "Dad" Howard's health failed, two years ago he died. The elevator was closed, and the engine and shafting removed for use at another station. Since then it has fallen into the state of ruin that precedes effacement. The scale box has been broken over and weeds have grown up around the rotting platform. Many long cracks have developed between the joints of the stone building, and the weathered nose of a square, wood shipping spout, marks the railroad side. When last seen the drafty driveway and engine house gave some protection from the weather to an itinerant family that had lived like the butterflies during the period of prosperity and were using the place as a free camp while seeking a fresh start in the harvest fields. The old office had suffered a similar fate, except that it had been battered up for the more permanent residence of a squatter.

The dilapidated structure stands on railroad ground, but even the railroad has lost interest in the place, and it will no doubt long stand as a land mark of pioneer days until the cigarette of a careless hobo reduces it to a crumbling stone shell, or natural decay completes its ruin.

### Is Farm Board Bankrupt?

In the fiscal year 1930 the Federal Farm Board withdrew from the Treasury \$149,958,273 net, within a few dollars of the total of the \$150,000,000 appropriated by Congress for that year. In the fiscal year ending June 30, 1931, the Board withdrew \$190,540,854 net. In the first two months of the current fiscal year the Board has withdrawn \$62,525,743 net.

Up to Aug. 31, 1931, therefore, the Board had withdrawn a net total of \$403,024,870 of its \$500,000,000 appropriations, and on the face of things it had on that date a balance of \$96,975,130 in the treasury. Presumably it also has in hand a comparatively small working cash balance. The Board withdrew \$33,626,058 from the treasury in August alone.

The cotton purchases of the Board in its 1929 campaign are estimated by the trade to have cost \$104,000,000 or thereabout. The actual outlay by the Board from the treasury was about \$55,000,000, the rest of the purchase money, say about \$50,000,000, being borrowed by the Board from commercial and intermediate credit banks. The Board's wheat purchases during 1930 and the spring of 1931 are currently estimated to have cost around \$218,000,000. Probably less than \$130,000,000 of this purchase money came from the federal treasury. It is known authoritatively that at the end of March the Board owed about \$80,000,000 on this wheat borrowed from intermediate credit and commercial banks.

How much further debt was incurred in its operations in the April and the important May positions is uncertain, but it is safe to say that the \$80,000,000 debt was not reduced. With the \$403,024,870 withdrawn from the treasury the \$50,000,000 loan on cotton and the minimum of \$80,000,000 loan on wheat, the Board has laid out something like \$533,000,000 or about \$33,000,000 more than the revolving fund provided by Congress.—The Annalist.

A congressional investigation of the Farm Board is to be one of the matters brought up at a conference to be called by Senator Wm. E. Borah.



A Deserted Stone Elevator at Wreford, Kan.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Huntsville, Ala., Oct. 22.—Some of our new corn just harvested is grading Government No. 2 grade; this is very unusual.—Lyle Brokerage Co.

Long Grove, Ia., Oct. 19.—Corn is turning out a little better in yield than last year, but the quality is not so good due to white mold and ear worms.—E. H. Anschutz.

Newport News, Va., Oct. 15.—A bumper corn crop in this section this year and the chances are that most if not all of it will be consumed locally. This, of course, will reduce the demand in this territory for feed-stuff from outside sources.—Southern Feed Co., by Robt. G. Waring.

Springfield, Ill., Oct. 21.—Rain on the first day of the week was beneficial to germination and growth of winter wheat. It delayed wheat seeding and corn husking in some areas but husking is now general. Frosts formed over the entire state, being heavy on Saturday and Sunday. Corn is all safe.—Clarence J. Root, meteorologist, U. S. Dept. of Ag.

Topeka, Kan., Oct. 21.—Seventy-five per cent of the 1931 crop has been marketed in the 16 southwest counties, and comparatively little wheat remains in local elevators, excepting in the elevators of the line companies. Thousands of bushels of farmer owned wheat is still in terminal elevators in Wichita, Hutchinson, and Kansas City on which advances have been made.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

Mott, N. D., Oct. 8.—Crops in Hettinger County do not amount to very much, an average of 3 to 4 bus. of wheat, oats about 10 bus., barley from 5 to 10 bus., flax 1 to 2 bus., and 30% of all the grain hasn't even been cut yet. Farmers who had corn and kept it clean are getting from 25 to 35c a bu., which is not so bad in North Dakota. On a trip thru North Dakota, Wyoming and Montana, cattle and sheep were seen feeding on the highways eating Russian thistles and other foul growth. I have lived in North Dakota and South Dakota for 16 years and never have seen such poor crops.—H. J. Greve.

Pattonsburg, Mo., Oct. 17.—We have a good wheat crop here, a better than average oats crop and hay crop, and the best corn crop in several years.—Green-Tooley Mill & Elevator Co.

Topeka, Kan., Oct. 21.—On account of the low price and on account of the lack of moisture, soil preparation has been delayed and as a result, a very small proportion of the land intended for wheat has been properly prepared. Most of the land seeded has been what western farmers call "hogged in" drilled in the stubble. In the sixteen southwest counties, not to exceed 15% of the crop has been seeded, and a large proportion of that seeded has been destroyed by the false wire worm, and will not be reseeded until they have a general rain. The few local showers have been of little benefit. In the thirteen northwest counties conditions are better. Better soil preparation, more moisture, and 25% of the last crop in farmers' hands and 75% of the land seeded. We would estimate the acreage reduction in these counties at 20%, and in the 21 southwest counties at 25%, if they have good rains in the next ten days. Unless they have good general rains by Nov. 1, fully 50% of the intended acreage will not be sown. Few of the wheat raisers with whom I talked expect a crop the coming year, as sub-soil moisture is deficient (in some counties 14 inches below normal), poor seed bed and ragged farming. In the 31 central counties, conditions are much better but there are dry spots in these counties, especially in the central counties, and as a whole, very poor seed bed. There will be very little pasture from wheat fields and many farmers will be hard up for rough feed to carry their livestock through the winter. Based on personal observation and reports, we feel safe in predicting that the Kansas wheat acreage will be reduced at least one-fifth.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

The Farm Board's wheat-coffee trade with Brazil inevitably recalls the boom-time story of the Florida man who sold a dog for \$50,000 but took two \$25,000 cats in payment.—Judge.

### Beating the Elevator

A farmer near Atchison confesses a shady trick. The elevator man paid him for 60 bushels of wheat, but he dumped 10 bushels extra into the chute when the buyer wasn't looking.—Atchison Globe.

### Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at following markets for the past two weeks, have been as follows, in cents per bushel:

	Oct. 14	Oct. 15	Oct. 16	Oct. 17	Oct. 19	Oct. 20	Oct. 21	Oct. 22	Oct. 23	Oct. 24	Oct. 26	Oct. 27
<b>Wheat</b>												
Chicago .....	50	50	50½	51½	53	52½	52½	52½	54½	56	55½	57½
*Winnipeg .....	48¾	48¾	48¾	49½	51½	52¼	53	52½	53¾	55½	55½	57½
*Liverpool .....	55¾	55	55½	56½	57½	57½	57½	57½	57½	59½	59½	59½
Kansas City .....	42½	43	43¾	44	45½	44½	45½	44¾	46½	48½	47¾	50½
Minneapolis .....	61¾	61¾	61	62	63	62¾	62¾	62¾	64¾	67½	66¾	69½
Duluth, durum .....	55½	55½	55½	57½	59½	58¾	57½	59½	61½	64½	64½	67½
Omaha .....	44	44½	44½	45½	47	46¾	46½	46½	48½	50	49½	...
St. Louis .....	47¾	48	48½	49½	50¾	50¾	51	...	52½	54½	53½	...
Milwaukee .....	50	50	50½	51½	52½	52½	52½	52½	54½	56½	55½	...
<b>Corn</b>												
Chicago .....	34¾	35	35¾	35¾	36¾	36¾	37	36½	37½	38½	37½	38½
Kansas City .....	31½	31½	31¾	32½	33½	33½	33½	33½	33¾	35½	34¾	35½
Omaha .....	31½	31¾	31¾	32½	33½	33½	33½	33¾	33¾	35¼	34¾	...
St. Louis .....	34¾	34¾	34½	35½	36¾	36¾	36¾	...	36½	37¾	36¾	...
Milwaukee .....	34¾	35	35½	35½	36¾	37	37	36¾	37	38½	37½	...
<b>Oats</b>												
Chicago .....	22½	21½	22½	22½	23½	23½	23½	23	23½	24	23½	24½
Winnipeg .....	29¾	29½	30½	30½	31½	31½	31½	30½	31½	32	31½	32
Minneapolis .....	22	22	21½	22½	22¾	22¾	22½	22½	22¾	23½	23½	24
Milwaukee .....	22½	22	22½	22½	23½	23½	23½	23	23½	24	23½	...
<b>Rye</b>												
Chicago .....	38½	39	38½	39¾	40½	40¾	40¾	39½	41½	41¾	41	42½
Minneapolis .....	37½	37½	37½	37¾	38½	39½	39	38½	39½	40¾	39½	41½
Winnipeg .....	35¾	35¾	36	36½	38½	38½	39½	39	39½	41½	40½	41½
Duluth .....	37½	37¾	37½	38½	39½	39½	40½	40	41	41¾	40½	41¾
<b>Barley</b>												
Minneapolis .....	34½	34¾	34¾	35½	35¾	36½	36½	36½	36½	36½	36	36¾
Winnipeg .....	31¾	31	32½	33½	34½	33½	34¾	34¾	35½	36½	36	36½

\*Deduction made on wheat only for depreciated currency.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Greybull, Wyo.—We have shipped out about 50 cars of Great Northern beans.—Paul B. Hughes, sec'y-treas. Greybull Elevator Co.

Cincinnati, O., Oct. 23.—Some new corn arriving but bulk of movement not started yet. Fair wheat movement.—John O'Hara, chief inspector.

Newport News, Va., Oct. 15.—Corn from the new crop is already moving, being dried and offered for sale.—Southern Feed Co., by Robt. G. Waring.

Huntsville, Ala., Oct. 22.—The corn crop in the Tennessee Valley in north Alabama and around middle Tennessee is ready to move now, and the quality of this corn is some of the best that the writer has ever seen.—Lyle Brokerage Co., W. L. L.

Wichita, Kan., Oct. 23.—High protein wheat from the South Plains of the Texas Panhandle is moving northward. The protein content is unusual. Today we sold for movement to Kansas City, two cars from that region carrying 18.32% protein at 31 cents over the December option. High protein wheat is in demand.—Clarence Ogren, Ogren Grain Co.

Long Grove, Ia., Oct. 19.—Just enough grain moving to fill local demand; there will be just about enough of the new crop corn to take care of local needs, none will be shipped. Oats are getting scarce and will have to ship in some by the last of the year. Only enough barley raised for home consumption. Most of the wheat is being fed; do not expect to ship more than four or five cars on the crop.—E. H. Anschutz.

Louisville, Ky.—Receipts of grain during September were: Wheat 181,500 bus., corn 231,000, oats 154,000, rye 25,500, barley 2,000, soy beans 1,500, grain sorghums 45,000 and hay 255 tons, against wheat 342,000 bus., corn 435,000, oats 192,000, rye 129,000, barley and hay 755 tons in September, 1930. Shipments for the same period were: Wheat 76,500 bus., corn 228,000, oats 240,000, rye 21,000, against wheat 54,000 bus., corn 489,000, oats 248,000, rye 219,000 in September, 2,000, soy beans 1,500, grain sorghums 60,000 1930.—W. E. Morrow, sec'y Board of Trade.

Milwaukee, Wis.—Carloads of grain received at Milwaukee during the first six months of 1931 show a substantial increase over the receipts for a corresponding period in 1930. The figures are 16,610 carloads in 1931, and 13,145 carloads in 1930. These figures include both the grain unloaded at the Milwaukee elevators and industries, and that forwarded to points outside of Milwaukee direct and without passing thru a local elevator. The number of cars unloaded here was 15,548 for the six months' period this year, and 11,556 cars a year ago. Shipments by vessel totaled 15,990,133 bus. in 1931, as compared with 3,998,114 bus. in 1930.—H. A. Plumb, sec'y, Milwaukee Grain & Stock Exchange.

Many an experienced elevator manager knows nothing more than how it used to be done.

The Alabama Department of Agriculture is reported to have suspended from sale wheat shipped into the state in 100 pound bags, the state law specifying 2 or 2½-bu. bags.

The United States grades for grain have been tabulated in a neat vest pocket brochure sent gratis to readers of the Grain & Feed Journals on application to Geo. B. Wood of the Wood Grain Corporation, Buffalo, N. Y.

# Farm Relief in the United States and Canada

Address by ASHER HOWARD, Winnipeg, Man., before the Grain and Feed Dealers National Ass'n, at Houston, Tex.

In order to attend this convention, I have travelled from Winnipeg—the Chicago of Western Canada—down through the Mississippi Valley, to the metropolis of the great state of Texas.

I have traversed the finest agricultural territory in all the world.

For fertility, productiveness, climate and healthfulness no similar area on the earth's surface compares with it.

It is not only the world's breadbasket, but also the world's greatest corn and cotton field, and the world's beef, pork and mutton factory.

It is a land of plenty where every problem of production has been solved and it is populated with the highest type of manhood and womanhood in the world.

During the last political campaign we were told of the unparalleled progress of this great nation.

**"Unparalleled Progress."**—Let me call your attention to the contribution which this great agricultural section has made to that "unparalleled progress."

When the nation was young and 90 per cent of our people lived on farms, agriculture taxed itself for the purpose of building up infant industries under the protective tariff system.

These "infant" industries have become giants and the output of our factories aggregate sixty billion dollars annually as against ten billion dollars produced on farms.

Every increase in protective tariffs is an admission that prices charged for industrial products are above a world's level and a confession that consumers on farms are largely responsible for the prosperity of factories.

The farmer supplies 125,000,000 persons in this country with the necessities of life, feeds the world's flour and textile mills, packing plants and woolen mills, and is a large contributor to our financial, commercial and industrial prosperity.

Forty-seven billion dollars worth of farm products have been exported during the past thirty years and these exports added to the nation's wealth have restored prosperity in every previous depression.

After these contributions to our "unparalleled progress" in what condition do we find agriculture today?

**Condition Today.**—There are 4,500,000 fewer people on farms in this country than there were 20 years ago.

Six thousand banks have failed in the agricultural sections of this country during the past 10 years.

In that 10 year period farm lands decreased in value at the rate of five million dollars per day, while mortgage indebtedness on farms increased 20 per cent. Every time the old kitchen clock ticked off an hour, during that 10 year period, the farm lands of this country were worth \$200,000 less than the hour before.

Many millions of acres of land have gone to the states for taxes and to mortgage holders on foreclosures.

Six million men walking the streets of our cities, hungry and out of work, cannot buy the farmer's foodstuffs.

Those shivering for lack of clothing cannot buy his cotton and wool.

Millions of farmers cannot pay interest on their mortgages or taxes on their lands, in a nation that controls half the world's wealth, and when we ask the leaders of a political party which has controlled the destinies of this Republic, almost without interruption, since the Battle of Bull Run, why poverty and bankruptcy rules this great agricultural area.

They tell us it is because we have not adopted the co-operative system of marketing farm produce, so loudly acclaimed by Aaron Sapiro, and that brings me to a discussion of the subject assigned to me by your Secretary, viz., "Farm Relief in the United States and Canada."

I am here today voicing my own sentiments; presenting facts and figures which I think are beyond dispute.

Some time ago I listened to Mr. McKelvie, of the Farm Board, addressing a large audience in Minneapolis. He insisted he was

there to speak for 30,000,000 American farmers.

I assure you that I am here today for the same purpose.

I am here today to speak for 6,000,000 families on the farms of this country burdened with debt; burdened with taxes that spell confiscation of their property, and surplus crops which cannot be exchanged for the product of the factory.

I am here to tell you something of the tragedy of 25 cent wheat—

The tragedy of price fixing and the control of products by governments.

The tragedy of government in business, using taxpayers' money, in competition with citizens.

During the last political campaign we were told, "The object of our policies is to establish for our farmers an income equal to those of other occupations."

If that be the object of our policies, then let us consider

**The Real Causes of the Farmers' Bankruptcy** are four in number: High protective tariffs, high taxes, which spell confiscation of his property; high freight rates, and high priced farm machinery.

**As to Freight Rates.**—The President said during the last political campaign that increased freight rates had "Moved the Midwest two to four hundred miles farther from the seaboard."

And in his Palo Alto speech of acceptance he said: "A large portion of the spread between what the farmer receives for his products and what the ultimate consumer pays is due to increased transportation charges."

The Joint Commission of Agricultural Inquiry, consisting of five members of the House and five from the Senate, after an exhaustive inquiry into the Agricultural Crisis and its Causes, in 1921, said, as to freight rates (Part 1, page 224):

"Numerous instances have been brought to the attention of the commission from which it appears that the total returns in the sale of certain products were absorbed by freight charges."

And then they say:

"We are convinced that a reduction in freight rates, from the farmers' standpoint both as producer and consumer, is absolutely essential to anything approximating a normal return of prices for farming operations."

**Freight rates**, considered as one of the causes of the agricultural depression, may be summed up in the simple statement that the farmer is paying \$160 in freight charges where he paid \$100 in 1914.

**As to farm machinery**, the farmers of the United States have, according to the 1930 census, \$3,300,000,000 invested in farm machinery. The machinery on these farms cost \$1,300,000,000 more in 1930 than it would have cost at 1914 prices. The farmer pays \$165 for the same farm machinery which cost him \$100 in 1914.

**As to the protective tariff:** The farmer sells his products in the cheapest markets in the world in competition with every nation and buys his supplies in the highest priced market in the world. The protective tariff has increased the value of every factory and decreased the value of nearly every farm.

Industries hidden behind tariff walls which no competitor can climb have pauperized the farmers of this country—6,000,000 men in cities patronize the free soup kitchens—and yet we are told it is a policy which protects both the farmer and the laborer.

They talk of the farmers' home market. His home market has been in Liverpool ever since he began exporting wheat—and he's been protected against the pauper labor of Europe by supplying the population of this country with wheat at 20 cents per bushel less than the paupers of Europe paid him for the same wheat.

**As to tax burdens:** The people of the United States will pay this year in national, state and local taxes \$12,600,000,000. This is one-sixth of the earning capacity of all our people and that means the average citizen works one day in six to support

boards, bureaus, commissions, departments and other governmental activities.

Five hundred and nine (509) independent administrative and legislative agencies have been created by congress in the last 30 years. Every time congress meets, a new bureaucratic army is put on the government payroll—17 of these various boards and commissions were created during the first 2 years of the present administration. It costs the people of this country \$35,000,000 per day for governmental expense.

A part of that \$35,000,000 is wrapped up in every package of groceries, it is added to the cost of all clothing, household goods and other commodities. That tax burden represents the larger part of the spread between producer and consumer and it spells confiscation of farm lands. The states now own millions of acres of land which have been abandoned by former owners on account of these tax burdens. The farmers of the United States are paying, on an average, \$267 in taxes today where they paid \$100 in 1914.

Let me repeat: Farming is a bankrupt industry today, with a few exceptions here and there, because of high protective tariffs, high taxes, which spell confiscation of his property, high freight rates and high prices for farm machinery.

After promising the farmer relief in every political platform which has been drawn in a generation, congress purposes to remedy the situation—not by lowering protective tariffs, freight rates, or taxes on his property, but by raising them.

They propose to give the farmer an "income equal to those in other occupations" by destroying the most efficient and the most economical system of marketing farm produce ever devised in any country or in any age—and substituting in its place the glamorous theory of co-operative marketing so ably advocated and expounded by Aaron Sapiro.

**Co-operative Marketing:** It must be conceded that any different system of marketing than has prevailed during the past half century can only hope to benefit the farmer in one of two ways. First, by raising the basic level or world price, and secondly, by cutting down the cost between producer and consumer.

Let us now analyze these two methods—their successes and failures—and consider the present program for farm relief. Sapiro said: "When we talk of co-operative marketing we say this—we are interested in raising the basic level of the price of wheat."

He proposed to raise the level of the price of wheat by co-operative organizations controlling the product and dictating the price to a consuming world. The same theories were applied by others to rubber, coffee, sugar and silk.

The young attorney from the land of Sun-kist Oranges, filled with oratory and enthusiasm, organized potato growers, tobacco growers, wheat growers and co-operative organizations of every description on a vast scale. The idea spread like measles in an over-crowded, ill-ventilated kindergarten school building. The Agricultural Department at Washington embraced it. Practically every Agricultural Department in 48 separate states encouraged it. Agricultural schools and colleges taught it. Three thousand county agents, on a government payroll, scattered from one end of the nation to the other, enlarged upon its possibilities, and it was urged, like Kickapoo Indian Remedies, by agitators, promoters and politicians as the Cure-All for the farmers' ailments.

It was a marvelous remedy for the farmers' ills because it did not interfere in the slightest with high protective tariffs, high taxes, high freight rates or high prices for farm machinery, and it didn't hurt a single large contributor to political campaign funds.

The young disciple of Blackstone had discovered that nuts, prunes, raisins and oranges grown in California were successfully marketed by co-operatives. Why not apply the Kickapoo Indian Remedy to wheat and cotton?

The principal reason co-operative organizations have been successful in marketing perishable products is because they learned the importance of assembling and standardizing them. That's what they did in California, that's what Denmark did with pork and butter; and that's what the Land O' Lakes Creamery company did.

The grain and cotton trade standardized their products fifty years before Sun-kist oranges were ever heard of. No. 1 Northern Spring Wheat was known around the world, and that was true of No. 1 hard winter, Pillsbury's Best and Gold Medal flour, and that was true of the various grades of cot-

ton grown in the south. But because those California co-operatives succeeded in standardizing and merchandising perishables of domestic consumption, Sapiro tried it on wheat, cotton, tobacco and other products east of the Rockies.

And because they tried it on wheat east of the Rockies the Canadian Pool tried it and while they were experimenting with the idea in Canada the Farm Board adopted it.

Now I'm not going to tell the story of co-operative marketing. Let Aaron Sapiro tell his own story, and I'm going to quote his own words from an address he delivered in St. Paul in 1926 before the American Institute of Co-operation, page 34 of the printed copy of their proceedings. He said:

"I do not know of a single year in which co-operatives have had to face such black calamities as they have in the last year. First, there was the ruin of the big potato co-operatives, what happened in Minnesota was a tragedy and what happened in Maine was another tragedy. And then came the tobacco co-operatives. The Dark Tobacco Co-operative with a membership of 70,000 suspended and the Bright Tobacco Co-operative with a membership of almost 100,000 is now in the hands of a receiver. There have been over the country several instances like that of an absolutely complete failure of co-operatives, even though the co-operative was built with the best technique we knew. There has never been as large a tragedy in the agricultural history of America as this. Our co-operative marketing has gone through the worst year not only it has had in history, but in my judgment the worst year it could have in history. If I did not have something on the other side to balance that, I would not have the heart to stand here before you and tell you to still go ahead with co-operative marketing. But I am going to do it, because there is a strong balance. The greatest single achievement, perhaps, in co-operative marketing has been within the last two years, and that has been the Canadian wheat pool."

That was the bright spot which Aaron Sapiro saw in co-operative marketing in 1926, and in order to give the farmers of the United States, "an income equal to those of other occupations," the Farm Board gave the farmers of the United States what the wheat pool gave 140,000 farmers in western Canada. And they called that farm relief.

**The Wheat Pool** operated in Canada for eight years and in not a single year did the pool farmer receive as much for his wheat as the non-pool farmer. Not only that, but the pool farmer only received about  $\frac{2}{3}$  of the value of his wheat when he marketed it, and 140,000 farmers in western Canada are still waiting for the other  $\frac{1}{3}$  on the 1928 crop and all the crops they have marketed since.

Two cents a bushel was deducted for elevator reserves on each crop—the reserves are gone—and they now owe the banks and three provincial governments of Western Canada \$25,000,000. The pool paid the farmers \$40,000,000 less on the 1929 crop than the average of 20 line elevator companies, and when this experiment in marketing hit the rocks of bankruptcy this year and went back to an orderly system of marketing, it had cost the farmers of western Canada \$100,000,000.

The greatest compliment ever paid the grain trade of the United States or Canada is found in the September issue of the Manitoba Pool's own publication which announces: "Since the bulk of the grain handling this year is for immediate sale, Manitoba Pool Elevators, Limited, becomes the major active organization. It acts in the capacity of a commission firm, is owned and controlled by farmers and handles and sells their grain on the open market in just the same way as any other grain firm."

The Canadian Pool used printer's ink, the radio and the platform for eight years to denounce the marketing system to which they have now returned. They have become the defenders of the marketing machinery which they had hoped to destroy, and in order to compete with other grain dealers they announce that they sell the farmers grain "on the open market in just the same way as any other grain firm."

The Alberta Pool and the Saskatchewan Pool have done exactly the same thing as the Manitoba Pool. While the orators and publicity agents of the Canadian Pool were still proclaiming its successes and possibilities the Farm Board was appointed, and the same theory of marketing was applauded and adopted by them. Chairman Legge, of the Farm Board, in his letter of December 17, 1929, to Mr. Wm. Butterworth, of the Chamber of Commerce of the United States, said: of marketing, which goes beyond the ques-

"Unless we can work out a different system of saving a fraction of a cent per bushel on grain, a few cents a bale on cotton, or a few cents per head on livestock, as compared to the present system, there would be little hope of progress in the line of putting agriculture on the equality with other industries, for the simple reason that if all these operating costs were added to the price the farmer gets, for his profit, it would make but little difference in return to the grower."

**Farm Board Embraces Exploded Pool Theory.**—The Farm Board was not interested in fractions of a cent a bushel on grain, or a few cents a bale on cotton. They were interested, as Mr. Legge says, in an entirely "different system of marketing." They were interested in the Canadian Pool system of marketing, and the words of Chairman Legge are almost identical with the words of Aaron Sapiro, who said:

"We don't say the purpose of co-operative marketing is to introduce any economy in the physical handling of grain, because we think that particular point is absolutely too trifling to bother about. What are we trying to do? When we talk of co-operative marketing we say this: We are interested in raising the basic level of the price of wheat."

H. W. Wood, head of the Alberta Pool, expressed their idea at the International Wheat Pool Conference in St. Paul in 1926, when he said: "These three great English speaking countries, United States, Canada and Australia, can raise the price of wheat at least fifty per cent above the level of the price that has been maintained through the old system without the assistance of any other country in the world."

Three years later, A. J. McPhail, of the selling agency of the Canadian Wheat Pools, appeared before both the Senate and House Committees on Agriculture at Washington to explain the theories of the Canadian Wheat Pools in marketing, and at the same hearing Mr. J. W. Brinton of the Nebraska wheat pool said:

**Pool Domination of World Prices.**—"The Canadian production plus our production in this country equals 60 per cent of the exportable wheat in the world, and if we had a stabilization corporation owned, controlled and operated by the co-operatives under the Canadian system, that practically everybody in grain advocates, you would have two big co-operatives. Either one of them alone would be by far the biggest grain company in the world and the two put together, in my opinion, would dominate world prices."

"Dominate world prices"—that was the object of the "different system of marketing." Control the supply and dictate the price to a consuming world.

Here is the Farm Board record in experimenting with Chairman Legge's "different system of marketing."

It disrupted world trade. Every country in Europe is prejudiced against United States wheat. One million barrels of flour will be ground this year in Brazil instead of the United States—and her ports will be closed to American brands. The flour mills of Europe have been equipped to grind Argentine and Russian wheat.

**The Farm Board undertook to eliminate speculation** and they became the greatest speculative force that ever operated in grain and cotton. They undertook to stabilize prices—and they have learned that they could just as easily stabilize the ocean waves. They prevented surpluses by increasing them. They increased acreage while preaching acreage reduction. They made orderly marketing disorderly. They prevented undue depressions by assisting in bringing about the greatest depression in all history. They controlled surpluses by warehousing them. They prevented inefficient and wasteful methods of distribution by increasing waste and inefficiency.

And I think I may reasonably estimate the cost to the taxpayers of the United States of this experiment at \$300,000,000, and after buying wheat at \$1.25 a bushel because they thought it was too cheap, they are now selling it at 50 cents a bushel because they have learned that co-operative marketing agencies cannot raise the basic level of the price. So that settles proposition number one.

**Price Fixing Theory Abandoned.**—Co-operative marketing does not enable those who control the product to fix the price and that theory has now been abandoned in both Canada and the United States by those who preached it. In spite of this record which is 100 per cent failure, we still have the Farm Board with us.

**The patriotic soldiers of bureaucracy** may lose every battle but they never surrender.

They may waste all their ammunition in a sham battle against imaginary enemies but they never hoist the white flag.

One out of every eleven persons gainfully employed in the United States is on the government payroll, national, state or local, and when we created the Farm Board we added another army of tax-eaters for the taxpayers to support. We've bought swivel chairs and mahogany desks. We've rented office space in many cities. We've leased and bought elevators and warehouses for the "control" of surplus products, and having abandoned the Sapiro, McPhail, Legge theory that control of product gives control of the price, we're going to try a different bottle of the Kickapoo Indian Cure-All.

**Pools Do Not Reduce Spread between Producer and Consumer.**—And that brings me to a discussion of the second proposition, viz., whether co-operatives can reduce the spread between producer and consumer.

That is exactly what the Manitoba Pool promised the farmers, and in their September, 1925, issue of their own publication, speaking of the advantages of co-operative marketing, they said,—

"The first one is that you are doing business with yourself and for yourself; you have a certain say in what is going to happen; you have control of your own grain, which can be put through your own terminals, and on which a terminal profit can be made."

"The idea of the pool is to give the producer control of his produce from the time it leaves the farm until it is in the hands of the ultimate buyer."

"Through this control it is POSSIBLE TO REDUCE COSTS OF MARKETING, AND THUS GIVE THE PRODUCER A BETTER PRICE FOR HIS GRAIN."

That is substantially the statement of the Farm Board in their Bulletin No. 3, which states,—

"With the majority of producers inside the master circle where the sales are controlled by a single national marketing organization, farmers may be able to put agriculture on a basis of economic equality with other industries."

Each farm product in the greatest nation on this earth is to be handled by a single national co-operative, with headquarters in Farm Board offices in Washington, D. C., 1,500 to 2,000 miles from the agricultural



Asher Howard, Winnipeg, Man.

sections of the country where they are grown. The Farm Board further says in this bulletin:

**Farmers National Grain Corporation not Controlled by Farmers.**—"Growers own and control the Farmers National Grain Corporation." I say the farmers neither own, control, manage nor do they have any voice in the Farmers National Grain Corporation.

It is owned by the taxpayers of the United States—and without taxpayers' money it could not exist. It is controlled by a political bureaucracy which has demonstrated its ability and usefulness by failing 100% in everything they have undertaken. Its real Board of Directors consists of 531 United States Senators and members of the House. It is financed by the United States treasury and it is controlled by political appointees in whose selection—salaries—terms of service—and power of removal the farmers have absolutely no voice whatever.

Now, regardless of ownership, control or management of the Farmers National Grain Corporation, its purpose is to reduce the cost between producer and consumer.

**What happened to the Manitoba Pool,** organized for the same purpose?

Certain charges were made against this cooperative organization this year, and the Manitoba Government authorized a Royal Commission to inquire into the truth or falsity of those charges.

The first charge was that,—

"Units of the most expensive system of country elevators ever built in Western Canada have been foisted on farmers at many points" and

"by the use of high pressure propaganda farmers have been inveigled into forming Elevator Associations at ninety-seven more points. I say advisedly 'inveigled' into this position because hopes impossible of fulfillment were dangled before their eyes by a continuous stream of Pool field men and directors, who, at scores of points, gave them no peace until they had signed up for an elevator."

"The result is a heavy cost per bushel on the grain handled through such houses."

Now a charge of that kind, if proven, would not tend to reduce the spread between producer and consumer, and the Royal Commission found that the charge was true.

The second charge was that

"Members at a number of points have been taxed through excessive overages and undergrading of their grain to meet the extravagantly high expenses."

The Royal Commission found that this charge was also proven.

Now here was a large cooperative organization formed for the very purpose of "GIVING THE PRODUCER A BETTER PRICE FOR HIS GRAIN" by merchandising it through his own hired middlemen, in exactly the same manner as is suggested in Farm Board Bulletin number 3, and the Royal Commission found that high pressure propaganda had inveigled farmers into building expensive elevators which resulted in a heavy cost per bushel on the grain handled and that the farmers were taxed by "excessive overages and undergrading to meet the extravagantly high expenses."

Now let us turn from the Canadian Pool to the Farm Board program as outlined in their Bulletin No. 3. They

"Hope that the producers" (through these national co-operatives) "will gain control of a sufficient volume of the various commodities to have bargaining power in marketing."

And that's identical with the sentiment expressed three years earlier by Mr. McPhail of the Canadian Pool, when he said at Regina: "We created the wheat pool in the hope that we would be able, through co-operative effort, to get control of a large enough percentage of our total wheat crop and regulate its flow to the markets of the world in such manner as to stabilize prices upward."

The Farm Board thinks the control of a "sufficient volume" will give them "bargaining power in marketing." Well, if the control of a "sufficient volume" gives bargaining power they certainly have it in wheat and cotton, and if they can get "control of a sufficient volume" of the other 73 farm products all the farmers in the United States will be just as prosperous as the wheat and cotton farmers.

The Farm Board in this same Bulletin say: "Various Federal and State Agricultural agencies are co-operating on a national educational program designed to familiarize farmers with the new developments in co-operative marketing and to encourage more of them to become members."

That means an army of promoters on the government payroll to bring the farmers "within the master circle." The chairman of the Federal Trade Commission in Senate Document No. 95 printed in 1928 reported that 558 out of 1,000 co-operatives had failed from mismanagement had something to say about promoters. He said, "A number of these organizations were the result of professional promoters who organized the farmers into associations without any preparation, other than glowing promises of greater return for their product."

**County Agents Cost \$25,485,214.**—When I received a report a few days ago from the Department of Agriculture at Washington indicating that these "various Federal and State Agricultural Agencies" were spending \$25,485,214.51 of the taxpayers' money this year for co-operative extension work, I came to the conclusion that the government was coming to the relief of the unemployed promoter—instead of the relief of the farmer.

When we consider that we bought Louisiana from Napoleon for \$15,000,000 and afterwards carved 13 great commonwealths out of that territory, \$25,000,000 looks like a considerable sum to spend for co-operative extension work.

Ten million dollars more spent in a single year for co-operative extension work than the 13 states cost us.

But when you consider that Chairman Legge admitted that the costs of handling farm products from producer to consumer would be in FAVOR OF PRIVATELY OWNED OPERATIONS, and that Sapiro said in 1926 that he couldn't stand in front of his audience and tell them to go ahead with cooperative marketing were it not for the success of the Canadian Pool, and when you consider the history of large-scale co-operatives—failure—bankruptcy on bankruptcy—you may believe me, when I say that \$25,000,000 is not enough to bring the farmers within the master circle.

The Chairman of the Federal Trade Commission tells the story of the failure of large co-operatives in Senate Document No. 95.

Among the largest, he includes The Oregon Grain Growers Ass'n, Idaho Wheat Growers Ass'n, Montana Wheat Growers Ass'n, United States Grain Growers, Inc., Northwest Wheat Growers Assoc., and The Washington Wheat Growers Assoc.

That list includes the largest co-operative grain handling organization in the history of the United States, and to that list we now add the Canadian Wheat Pool—the largest ever formed in any country.

They failed because it cost them from 12 to 28 cents per bushel to move wheat to terminal markets.

Now the history of cooperative marketing among farmers shows that the further you remove the control, financing and management from the farm, the less interest the farmer takes in it, the more extravagant the management becomes, and the more certain it is to fail.

**Successful co-operatives** in grain are found at the country station under the control and guidance of those directly interested. The further you remove governmental power from the home and fireside the more inefficient and incompetent government becomes—and the further you remove the management of co-operatives from the farm the more incompetent they become and the more certain they are to fail. Even Chairman Legge concede the uselessness of co-operatives organized for the purpose of reducing the spread between producer and consumer when in his letter to Mr. Butterworth on December 17, 1929, he said:

"Perhaps on an average, a comparison of the cost of these co-operatively managed local institutions with that of private concerns doing the same service would be in favor of the privately owned operations."

Sapiro stated practically the same thing in his sworn testimony before the Royal Grain Commission in Winnipeg on April 28, 1924. He said: "We have no interest whatever in suggesting that there will be even a tiny saving in expense in the physical handling of grain."

Now I have shown you the results of these experiments in Canada and the United States.

It's not the grain trade's record—it's the record made by the farmers own middlemen—his own promoters and managers of cooperative organizations—who promised to give the "PRODUCER A BETTER PRICE FOR HIS GRAIN" and in addition to that I've given you the statements of Sapiro and Chairman Legge, both indicating that co-operatives could effect no saving for farmers in the physical handling of grains, and hence, our answer to the second proposition

must be that cooperatives cannot reduce the cost of handling between producer and consumer.

Now if you want to know why all these experiments have failed, turn to the 1924 Year book of the department of Agriculture, which says, on page 45, the "Net profit taken by the distributing agencies is insignificant when considered as part of the total spread," between what the producer receives and what the consumer pays.

The Stanford University Wheat Studies show that after deducting carrying charges, over a period of 41 years the grain trade has paid the farmer more for his grain in the fall of the year when the supply was largest than it was worth months later when the consumer bought it.

That is a record of efficiency and economy in the movement of crops from producer to consumer which has never been duplicated by any "different system of marketing."

The same Wheat Studies show that during a 35 year period—from 1890 to 1925—only one cereal grown in the United States fluctuated less than wheat—and that was rice—and yet a governmental agency undertakes to stabilize wheat prices—and they've been stabilizing it all the way from \$1.25 down to 45 cents per bushel.

If you want to know why all these experiments in marketing have failed turn to the 1924 Year Book of the Department of Agriculture which says on page 45 the "net profit taken by the distributing agencies is insignificant when considered as part of the total spread" between what the producer receives and what the consumer pays.

Then turn to the report of the Joint Commission of Agricultural Inquiry, which Commission was composed of five United States Senators and five members of the House. They reported, after a very exhaustive investigation in 1921 that the grain and milling interests combined received \$3.20 out of every \$100 paid by the housewife for bread.

**No Substitute for Competitive Marketing.**—The record shows that there is no substitute for competitive marketing as conducted by the grain and cotton trades of the world. Speaking of substitutes, I heard a story the other day of a fellow in the corn belt who had a flock of chickens and had been feeding them on high priced cracked corn. One day near his home he passed a pile of sawdust and the happy idea struck him of mixing sawdust with the cracked corn.

The experiment worked so well that he finally got the chickens on a diet consisting entirely of sawdust. He said that worked fine until he set one of the old hens on thirteen eggs and she hatched out 12 chickens with wooden legs and the other one was a woodpecker. Sawdust is no substitute for cracked corn as chicken feed and co-operative marketing is no substitute for competitive system.

The marketing system was developed by men who grew up on the farms of the agricultural west and south and who went into the grain and milling business at country stations and the terminal markets of this country.

It was developed without the assistance of governmental agencies and without a dollar of the taxpayers money and thousands of successful cooperatives were a part of it—and that is the marketing system to which the Canadian pool has returned and when public money is no longer available for Farm Board losses it is the system to which we will return in the United States.

**Farm Board Made 25-Cent Wheat.**—Now before I leave the Farm Board and the Canadian Pool I'm going to credit them with 25 cent wheat in Kansas. Sapiro said in Canada as early as 1924: "Why let other people run your business and tell you what you are to get for your product? Run it yourself and name your own price."

Two years later, Mr. Wood, of the Alberta Pool, said these three English speaking countries could raise the price of wheat at least 50 cents per bushel and, in 1929 Mr. J. W. Brinton of the Nebraska Pool said the United States and Canada could "dominate world prices" and on March 30, 1930, when wheat was selling in Minneapolis at \$1.30 a bushel, the Farm Board announced that "The Grain Stabilization Corporation will continue to buy wheat and prevent any considerable decline in prices."

The world was notified that these two surplus producing countries controlling 60 per cent of the world's surplus wheat, were going to dominate prices and a Grain Stabilization Corporation with \$500,000,000 was going to "prevent any considerable decline

in prices." The world governed itself accordingly.

**Foreign Wheat Production Stimulated.**—Argentine and Australia, previously large producers of mutton and beef, abandoned their herds for the production of wheat, and Russia began laying plans for enormously increasing her acreage.

For six years messages and cablegrams had notified the importing countries of the world of the purpose and object of wheat pools, and Farm Board and every country in Europe began to force their people to grow their own foodstuffs, with the result that we have today a duty of \$1.30 a bushel on wheat into Germany, \$1.07 a bushel in Italy, 86 cents in France, 90 cents in Spain, 98 cents in Portugal and 20 other countries in Europe have imposed duties and restrictions upon the importation of your wheat.

The Farm Board adopted the same policy with regard to cotton—with the result that last year the balance of the world supplied more cotton—for the first time in history—to importing countries than did the United States. So we can properly credit 25 cent wheat in Kansas and 6 cent cotton to this "Different System of Marketing." The four great surplus crops of the world that remain in warehouses, unsold, today are wheat, cotton, sugar and coffee, and every one of them controlled by governments because they thought control of product enabled them to control price.

**The Farm Board** has undertaken to throw the blame for their failures upon others.

On October 21, 1921, they blamed the extremely low price of cotton (which was then 18 cents per pound) on the "exceptionally rapid marketing by producers."

On October 26, 1929, they blamed the unsatisfactory price of \$1.25 per bushel for wheat on the "rapid and disorderly movement which is putting a large part of the year's supply on the market within a short time."

Then the farmer was blamed because he did not allow his land to grow up to weeds and thistles while the sheriff sold it for taxes.

After governmental agencies had spent billions of dollars of the taxpayers' money for draining the swamps and irrigating the deserts, another governmental agency came along and told us farm relief would only come from reduced acreage.

Still later on, they concluded that the Russian government was to blame because they sold seven million bushels of wheat short in the Chicago market.

They never told us when the Russian government bought it back, but since it has been suggested that legislation should be enacted prohibiting short selling, or limiting short sales, I propose to discuss that matter briefly.

**Short selling** was permitted during all the 41 year period referred to in the Stanford University Wheat Studies, and yet their report showed that—after deducting carrying charges—the farmer received more for his wheat in the fall of the year than he would have received for it if he had carried it over to the end of the crop year.

Where was the short seller who depressed prices during those 41 years?

If short sellers could not depress prices below a proper world level during those 41 years by what process of reasoning do we conclude that speculators will sell it short now at the lowest figures recorded in three hundred years?

A person may stand on the street in front of this hotel and sell silver dollars for 90 cents each, as long as his money lasts, but when he gets through they are worth exactly 100 cents, or he may pay \$1.10 for paper dollars, but when he gets through buying them they are worth exactly 100 cents—and that is true of those who buy and sell world commodities.

In 1928, the year before the Farm Board was organized, there was delivered at country stations in western Canada, and the two terminal markets of Duluth and Minneapolis, 470 million bushels of wheat in the three months of September, October and November.

That wheat was marketed through the three great grain exchanges of the world—Chicago, Winnipeg and Liverpool, and that 470 million bushels of wheat was sold at an average of 3½ cents per bushel more than it was worth when the first wagon load arrived at the country station.

Where were the short sellers in the fall of 1928?

Four hundred and seventy million bushels of wheat marketed in three months! Fifty million bushels of wheat on ocean passage!

Tens of millions of bushels of wheat bought in one of those three markets and

sold in others in order that world values in all three of them may be kept in line.

When your Grain Futures Administration reports that traders A B C D and E are short 20 million bushels of wheat in the Chicago market they have no means of knowing whether an equal quantity is owned by the same traders in other world markets.

If the Congress of the United States enacts legislation preventing short selling—or limiting short sales—the grain trade of the world will continue to market wheat in the efficient and economical way and Chicago will be eliminated as one of the world's three grain markets.

The theory that a few short sellers could depress prices at will and make money while doing so, was back of all Farm Board speculative activities,

When they announced on March 30, 1930, that

"The Grain Stabilization Corporation will continue to buy wheat AND PREVENT ANY CONSIDERABLE DECLINE IN PRICE"

They believed that a few short sellers with limited capital could depress prices below a proper world level, and if a few short sellers could do that, then the Farm Board with \$500,000,000 could prevent declines in price.

If any further evidence is required as to the effect of short selling, permit me to call your attention to the report of the Federal Trade Commission. That investigation cost the taxpayers of this country \$250,000 and ten years was spent in investigating the grain trade.

In Volume 7 of their report, on page 239, you will find this statement:

"There is a widespread idea that futures, and especially short selling, have a permanently depressive effect on prices. Short selling may have such an effect from time to time and temporarily, but the EVIDENCE IS JUST AS GOOD that long speculation has the opposite effect, so that THE GENERAL EFFECT IS PRESUMABLY NEUTRAL."

And on page 282 of the same volume they say:

"No evidence that short selling 'has any long run depressive influence upon prices has been found.'"

So that disposes of the theory that short selling unduly depresses prices.

**Effect of Government in Business.**—Now I've tried to tell you something of the tragedy of 25 cent wheat—government price fixing—and government in business with taxpayers' money in competition with citizens and when I think of the record the Farm Board has left behind it I sometimes think the Department of Agriculture at Washington should have put one more employee on the payroll.

They have an army now of over 27,000 on that payroll and they issued last year more than 45,000,000 copies of their publication. One more person should have been added to the payroll and one more publication of only two pages should have been printed.

This one employee might have used page one to call the attention of the Farm Board to the fact that the records in the Farmers' Department at Washington show that 60 various governments have attempted price fixing and control of products during the past 46 centuries without a single success recorded.

Page 2 might have called the attention of the Farm Board to a verse of scripture written 1,000 years before the Saviour of the world trod the shores of Galilee. In the Book of Proverbs, eleventh chapter, twenty-sixth verse, we read: "He that withholdeth corn, the people shall curse him; but blessings shall be upon the head of him who selleth it."

Now, I'm going to call your attention to a recent report of a governmental agency.

Congress has appropriated from first to last \$3,600,000,000 for the United States Shipping Board, and on page 9 of their last annual report they say:

"It is a matter of deep satisfaction to the Board that the end of the Government's activities as an operator of merchant ships is already in sight."

I think I voice the sentiment of a large majority of the citizens of this country when I suggest that it will be a matter of "deep satisfaction" when the Farm Board makes a similar report, and the United States Government again becomes an "umpire instead of a player."

The story is told of a prominent Scandinavian who visited this country a few years ago for the first time. He found the largest half of the Scandinavian race in the United States, and more Scandinavians in Minneapolis than he had left behind him in the city

from which he came. He saw the United States without using railroads—he traveled with his friends over the nation's highways by automobile, and in New York before he returned home someone asked him what impressed him most in the United States, and he said:

"Vell, I tink it is de vunderful highway systems. You know de Junited States produced some vunderful highway builders. George Vashington built a vunderful highway, and Tomas Yefferson he built a fine highway too from Nu Orleans on de sout to Vinnipek on de nort, and Teddy Roosefeldt and Abraham Lincoln dey built vunderful highways too, but dey had a Frenchman here who built a highway—and his name vas De Tour—and he vas a dam poor road builder."

We're on a detour, and we've got to go back to the highway of progress and prosperity built by Washington and Jefferson.

**President Hoover was right in 1928** when he suggested that:

"No government could rightly take chances with the taxpayers' money." Right, when he suggested that "Business progressiveness is dependent on competition" and that the government should "act as an umpire instead of a player"; Right, when he suggested that no government should "Directly or indirectly buy and sell and fix prices on agricultural products" and that these policies were "Destructive of the very foundations" on which this government has been built.

Strange as it may seem, three years later, under the leadership of a president who uttered those sentiments, the battle is on between individual initiative using its own money and incompetent bureaucracy using taxpayers' money.

We have reached a turning point in the nation's history. One out of every eleven persons gainfully employed is on the government payroll—shall we follow the road that leads to one in nine—one in seven—and finally try out the Russian experiment where everybody owns everything and nobody owns anything—where every person has a job but nothing to eat. Or shall we go back to the Washington-Jefferson highway of progress and prosperity with Liberty still enlightening the world in a nation dedicated to the inalienable rights of man.

The United States has more to fear from bureaucracy than from communism.

History tells us that no nation has long existed which forced its citizens to compete against governmental agencies supplied with funds wrung from unwilling taxpayers. The United States has more to fear from bureaucracy than from communism.

Let me assure you, in closing, that I stand for a new brand of co-operation—a brand of co-operation to which every liberty-loving American citizen can subscribe—co-operation among the patriotic citizen of this great nation for the protection, preservation and maintenance of the fundamental principles upon which this government was founded—co-operation at the ballot box in the selection of statesmen—instead of mere politicians—to manage the affairs of the greatest corporation on this earth—the United States of America.

Japanese starch manufacturers have petitioned the Government to increase the duties on corn and millet and institute an import duty on sorghum, which is at present free of duty. The occasion for this petition is given as competition from starches made from imported grain.

Grains have sold at lower prices than even the most ardent bears had ever imagined. There is no big surplus of wheat except in Russia and U. S., and Russia's surplus is much of an uncertainty. A smaller acreage in Argentine and Australia and the unfavorable weather conditions in our Southwest will be important factors when the investment public regains confidence. Germany's wheat crop is 16 million less than recent estimates and rye crop is 27 million smaller than last year. There will be no surplus of corn and oats. Feeding grains are fed generously when prices are low. Farmers' tendency to hold all grains will also be helpful in establishing higher levels in the near future. Courage along with a little money is all that is necessary to profit from today's exceptional opportunities.—Southworth & Co.

# The National Association Holds Enthusiastic Convention at Houston

The 35th annual meeting of the Grain and Feed Dealers National Ass'n convened at 10:15 o'clock, in the Rice Hotel, Houston, Tex., President Hugh A. Butler, of Omaha, Nebraska, presiding.

DR. WILLIAM STATES JACOBS invoked divine guidance.

MAYOR WALTER E. MONTEITH: Houston is not only proud of this opportunity of acting as host for this convention, but we are proud of the opportunity of entertaining a group of men whose interests we think are so closely associated with those of our part of the State of Texas.

We hope your stay with us may not be only pleasant, but most profitable, and that when you return to your homes, you may take with you a kind spot in your hearts for Houston, and for Houston people.

MR. H. F. MENGDEN, Pres. Houston Merchants Exchange: I bid you a hearty and sincere welcome to the Southwest and particularly to Houston, our home.

Now we have the new-found school of co-operative marketing under Government control. This Government control is exercised by devious ways but most effective. Men who have had absolutely no experience in commercial life have charge of millions of dollars; ideas not curbed by experience are exploited and because the exploiters are not using their own money and have only their job at stake, they have caused untold suffering to private business enterprise, have ruined many men of good reputation and the end is not yet in sight.

We are reaping the results of the whirlwind of unbridled propaganda loosed upon millions of people under the guise of all-wise, all-powerful, never-make-a-mistake governmental authority. How did they cure these things in the past? Those of you who read history know their heads dropped off. How are we going to cure them in the future?

I extend to you the heartiest welcome from the Houston Merchants Exchange membership.

MR. GEORGE E. BOOTH, of Chicago: It is a great privilege for me to try to express to you how glad we grain men coming from many other states are to meet with you here in Texas. Your combination of southern hospitality and western good fellowship cheers us at a time when we need to be cheered.

Where else could the grain trade assemble in annual convention to gain more courage and absorb more power than in this great empire which leads all other states in so many ways? Your 265,896 square miles are traversed by more miles of railroad than any other state in the union; you lead the states in total value of all field crops, averaging in recent years about a half billion dollars; you lead in cotton production with an average crop of about 4¾ million bales, raising more than all India and more than Egypt and China combined. In 1931 this great state raised 325,511,000 bushels of grain, and those of us from Iowa, as we came down through

the state, had to admit you also have a country where the "tall corn grows."

We are pleased to be in Houston, this modern metropolis, named after the Honorable Samuel Houston, the first President of the Republic of Texas. We realize we are not only in the greatest cotton-producing country, but we are also in the greatest cotton export center of the world. Houston warehouses provide facilities for deliveries of cotton on future contracts made in the Chicago Board of Trade. Houston and Chicago are partners in the cotton business. Grain and cotton dealers are closely related, representing two great agricultural lines of our nation, and I believe that never before in the history of our country has the value of our service to the producers been so well recognized as now when an arbitrary attempt to improve upon our methods of marketing and to alter the natural laws of supply and demand has resulted in such hardships to all agriculture and all allied lines of business which through the years have sought to market agricultural products in the most economical way and to secure the highest prices possible for the farmers.

The grain men of Texas have done a lot to promote the Grain and Feed Dealers National Ass'n and through it the best interests of agriculture. On our Roll of Honor appear ex-President Ben Clement and veteran Chairman of the Appeals Committee, W. W. Manning, Douglas Long. Texas men are a constructive force in the grain business of the United States and it is most appropriate that this momentous convention should be held here.

We appreciate your most cordial welcome, and assure you that we feel very much at home.

Pres. Butler read his annual address as follows:

## President Butler's Address

Here in one of our nation's most interesting and promising export cities, we are assembled in the thirty-fifth annual convention of the Grain and Feed Dealers National Ass'n.

Every one of our annual meetings has been interesting and profitable to the grain and feed trades, but we are meeting today under conditions making this by far the most important convention we have ever held.

Assembled here are not only the leaders in our industry, but with us are some of the nation's outstanding statesmen and business men. Together we shall review the principal events of the year affecting our trade and the country and lay plans for the future—plans that we hope will bring strength to us and to the nation.

**Resolution No. 1**, now famous in the annals of our Assn, expressed the spirit and purpose of our last convention.

When accepting the presidency of the Ass'n one year ago at Chicago I promised, in keeping with the spirit of that resolution, and with your assistance, to do my utmost to relieve the trade and the country of the type of political racketeering which had prevailed in several preceding sessions of Congress, finally leading to the passage of the Agricultural Marketing Act.

In the plans I have attempted to execute, I have had the hearty co-operation of all members, committeemen and officers; for which I express my sincere appreciation. I especially want to thank the members of

the board and executive committee and Secretary Quinn for their valuable assistance and counsel.

**Trade Conferences.**—More conferences between trade organizations have been held during the past year than ever before. These meetings began soon after the adjournment of the last annual convention and have continued up to the present time.

After many meetings and much earnest debate, I believe a wise decision was made when it was decided, not to oppose the administration of the Agricultural Marketing Act. We believed it was economically unsound and absolutely unworkable and left alone would bring its own destruction. Results have certainly proven the wisdom of that decision.

**Educational Work.**—Altho nothing has been done by the Ass'n to test the constitutionality of the act thru court action, your officers have not been idle. Great progress has been made during the year in acquainting the public with the economics and mechanics of the grain business—the distribution of the products of the farm. People more generally appreciate the fact that grain and its products have been distributed from producer to consumer more economically than any other commodity; that the grain dealer is a necessary part of the business fabric of the nation; and that he renders an essential service at a minimum charge.

The publicity work done by our ass'n together with that done by our individual members and by the exchanges and other similar agricultural trade groups has caused many of our citizens to appreciate the truth of a recent statement made by our honored statesman, Calvin Coolidge—who said, "Neither the state nor the federal government can supply the information and wisdom necessary to direct the business activity of the nation. The experience, will and wisdom necessary to guide business cannot be elected or appointed. It has to grow naturally from the people. The process is long and fraught with human sacrifice, but it is



Hugh A. Butler, Omaha, Neb.  
Re-elected President

the only one that can work. Edison and Ford are not government creations."

**Government Competition Destroys Individual Initiative.**—We in the grain trade have been driving home that thought continually during the past two years—that is, that our progress as a nation is based on the work and accomplishments of the individual not of the government. Government did not discover and develop the steam engine, the cotton gin or the telephone.

All that we have as a nation we owe to individual enterprise and initiative, developed mostly during the first one hundred years of our history when there was no federal regulation of business.

Then came the era of regulatory laws and no one denies the beneficial results to the nation of sane regulatory legislation. There is a great difference, however, between reasonable government regulation and socialistic government dictation, ownership or operation. Proper government regulation does not destroy individual initiative and endeavor; but government competition, (socialism) does that very thing and breaks down the keystone of our government structure.

This is the message we have been repeating continually and it is my hope that the educational and publicity work so well started during the past year by the grain trade thru the exchanges and its many organizations over the country will become permanent programs. There are no mysterious secrets in the grain business. Let us keep telling the world about it and in time even the racketeering politician may cease to rant and rave about us, and admit that we perform an essential function in the distribution of the products of the farm.

**Grain Comite on National Affairs.**—This comite, an organization embracing practically the entire grain trade of the United States, including the grain exchanges, boards of trade, and thousands of smaller grain dealers like the economics comite of the cotton trade, will make an intensive study of problems affecting the trade, and endeavor to interpret the important functions of the grain trade to the public.

The announcement says: "A closer co-operation is to be sought with the government in its legitimate field of contact and an earnest effort made to prevent harmful interference with the natural and legitimate machinery of furnishing and finding a market annually for billions of bushels of grain which must be disposed of either by sale or feeding. The intricacies of the thousands upon thousands of transactions absolutely necessary to carry this on are little understood by the public. It is believed this will bring about a real understanding of the immeasurable value of this service.

"It is hoped that those in charge of national affairs of our government will better understand the great harm that comes from improper interference with the marketing machinery which in the past century has

been developed as a natural outgrowth of marketing grain."

The grain trade and the entire nation, I think, are most fortunate in the selection of the personnel of this committee and its counsel, Mr. Everett Sanders, for many years a congressman from Indiana and formerly secretary to President Coolidge. This action, I think, marks an epoch in the history of the grain trade.

**Not Opposed to Co-operative Marketing.**—It is well to again reiterate that the Grain and Feed Dealers National Ass'n is not opposed to co-operative marketing. We believe that those who wish to merchandise their products thru co-operative organizations have a perfect right to do so. We have for many years had co-operative organization members in our ass'n. There can be no objection to real co-operation, which has its beginning in units of producers, close to the soil, but we feel that the type of marketing being developed under the Agricultural Marketing Act is not truly co-operative but coercive in its dealings. Born in politics it is politically operated from the top down; "is unsound in principle and dangerous in practice not only to the business of the nation—but to the producer himself."

**Stabilization a Failure.**—The complete failure of the Farm Board plan of stabilization is now generally recognized, in fact it has been frankly admitted by board members themselves. Undoubtedly there will be a strong effort made in the next Congress to repeal or at least amend the act. Thus again the country must go through another season of fear and doubt as to what Washington will do; what new and untried "political remedies" will be proposed and possibly enacted into law.

**Fear of Government.**—Before we can have a return of real prosperity, something must be done to remove this "Fear of Government." Fear must be replaced by confidence. There must be a return to the original plans of our government as written in the constitution and as practiced during the major portion of our history. We must recognize that our government exists for the protection of the life, liberty and property of our people; that its natural function is to govern and not to own and operate any business in competition with its citizens. There should be no more—a state or government business—than a state or government religion.

**Taxes Must Be Reduced.**—We are willing to defend our government with all we have and to pay taxes to the extreme limit, as long as those taxes are wisely expended for the legitimate functions of government—that is the protection of our lives, our liberty and our property! But the time has come to call a halt on lavish government expenditures for boards, bureaus and commissions investigating this, that and the other thing.

Economy in government is as essential to our stability as a nation as it is in our family or business life. In our business and private affairs we have found it necessary to curtail expenses. Prosperity in our nation cannot come thru lavish expenditure.

Business has been going thru a period of denation, while government costs continue to mount. We see in England today the disastrous effects of paternalistic government policies. Their plight is directly attributable to excessive taxation for socialistic purposes. Our tax burden has grown by leaps and bounds. A senator said but recently that taxes had increased 300 per cent in the last ten years. This cannot last. A halt must be called and government expense reduced.

**Duties of Government.**—More than one hundred years ago Macaulay, the great English historian, essayist and statesman, uttered these prophetic words: "Our rulers will best promote the improvement of the nation by strictly confining themselves to their own legitimate duties; by leaving capital to find its most lucrative course; commodities their fair price, industry and intelligence their natural reward, idleness and folly their natural punishment, by maintaining peace, by defending property, by diminishing the price of law and by observing strict economy in every department of the state. Let the government do this; the people will assuredly do the rest."

And now I would like to make another quotation, the words of one of our own statesmen spoken about seventy years ago, but well worth careful study today, espe-

cially by our legislators when considering some of the communistic and socialistic legislative remedies of the professional agitators. These are the words of our immortal statesman—Lincoln:

"Property is the fruit of labor. Property is desirable, it is a positive good in the world. That some should be rich shows that others may become rich and hence it is a just encouragement to enterprise. Let not him that is houseless pull down the house of another, but let him work diligently and build one for himself; thus by example assuring that his own shall be safe from violence when built."

In conclusion I wish to quote from President Hoover's message to the special session of the seventy-first congress called immediately following his inauguration. After stating that congress had met to keep a party pledge and reviewing the agricultural situation and outlining his plans for legislative action he stated: "Certain safeguards must naturally surround these activities, and the instrumentalities that are created. Certain vital principles must be adhered to in order that we may not UNDERMINE THE FREEDOM OF OUR FARMERS AND OF OUR PEOPLE AS A WHOLE BY BUREAUCRATIC AND GOVERNMENTAL DOMINATION AND INTERFERENCE. WE MUST NOT UNDERMINE INITIATIVE. THERE should be no fee or tax imposed upon the farmer. NO GOVERNMENTAL AGENCY SHOULD ENGAGE IN THE BUYING AND SELLING AND PRICE FIXING OF PRODUCTS, FOR SUCH COURSES CAN LEAD ONLY TO BUREAUCRACY AND DOMINATION. GOVERNMENT FUNDS SHOULD NOT BE LOANED OR FACILITIES DUPLICATED WHERE OTHER SERVICES OF CREDIT AND FACILITIES ARE AVAILABLE AT REASONABLE RATES. NO ACTIVITIES SHOULD BE SET IN MOTION THAT WILL RESULT IN INCREASING THE SURPLUS PRODUCTION, AS SUCH WILL DEFEAT ANY PLAN OF RELIEF."

In spite of the words of caution from economists and statesmen, in spite of the records of dismal failure when the same unsound plans were applied in other countries and to other commodities, in spite of the fact that it was a violation of the spirit of our constitution, Congress passed the Agricultural Marketing Act. For more than two years now we have seen its every effort result in failure, bringing economic chaos to our entire nation, doing no one any good.

I believe our government officials and law makers are typical, honest Americans,



First Vice-Pres. Geo. E. Booth, Chicago, Ill.



Sec'y Charles Quinn, Toledo, O.

and that they will hasten to correct this legislative blunder. My hope is, that every line of industry, commerce and business, including agriculture, may rally to the support of those leaders among our law makers, who not through lip service alone, but by earnest personal effort strive to hold government within its rightful bounds; to reduce the cost of government; to get more business in government and less government in business.

CHAS. QUINN, Toledo, O., read his annual report as sec'y-treas., as follows:

### Secretary Quinn's Annual Report

The American grain trade has had more than its share of political disturbance since August 1, 1914. First came the feeding of Europe, which created abnormal activity. Then followed the great deflation of 1920-21 when prices crashed and many grain dealers were driven out of business. Following this came the years of agitation for a "Farm Relief" bill and the final passage of the Agricultural Marketing Act. At no time was the trade in a natural condition. There was either inflation or deflation with politics always boiling.

Today the situation is worse than it has ever been because the remedy applied has brought great injury instead of aid.

**The Agricultural Marketing Act.**—It is indeed difficult to say anything about the Agricultural Marketing Act that has not been said over and over ad infinitum. No act ever passed by Congress has received such universal condemnation by editors of daily, weekly and monthly papers, economists and students of general conditions. The Act is a shining example of what happens in a democracy when emotion and passion, instead of statesmanship, rule.

Carried away by the general unrest, Congress blindly made a "stab in the dark," but the dagger, like a boomerang, came back stained with the blood of the farmers. With wheat prices lower than they have been in the memory of living men the producer is urged to believe that the ignorant politician is a safe economic guide in a world in ferment.

In every such period as the one we are now passing through, the thoughtless are prone to take up the catch-words of the hour as if they were eternal truths. How glibly the words "Orderly Marketing" passed their lips, both in Canada and in the United States. Today the great Wheat Pool of Canada lies prostrate and heavily in debt to the three Northwestern Provincial Governments. In the United States the Federal Farm Board is a much greater failure because this country is richer than Canada and had more money to squander.

It is hard to realize that a government, representing supposedly intelligent people, would sponsor such a measure as the Agricultural Marketing Act which does violence to every principle of sound business. Ignoring the result of every attempt at valorization, Congress went ahead and repeated the same old mistake of trying to "stabilize" prices thru hoarding operations. Examples of failures in other lands meant nothing to the American Democracy. It too must make the startling discovery, at a cost to the taxpayers of half a billion dollars, that valorization is a failure.

It is no wonder that Democracy has been repudiated in a number of countries in favor

of Fascism, Bolshevism and other new found "isms." And Democracy in this country will go the way of the others, unless a halt is called to its present excesses.

The troubles of the grain trade are traceable directly to the aftermath of the war. The depression that ultimately follows every great conflict brings in its train a whole host of reformers, every one a Moses ready to lead the people out of the wilderness.

Unless the business of the nation awake to what is going on there will be no private business left and all will be swallowed up in the voracious maw of state socialism. Make no mistake, this is coming. The Agricultural Marketing Act points the way. If the principles embodied in this act are accepted by the American people nothing can save individualism in this country.

When this act was framed it was the plain intent of its sponsors to destroy the individual grain dealer. It was hard to believe this at the time because the United States seemed dedicated to the principle of private business. The Grain and Feed Dealers National Ass'n saw the danger and has strenuously opposed the act from the beginning. It realized that there was developing in this country a great politico-economic struggle which would not be decided until one or the other side was defeated.

What is the basic cause of this struggle? It is the growth of the idea, imported from Europe, and carefully fostered and nurtured in certain quarters in this country, that so-called capitalism has ceased to satisfy the needs of the present generation; that it has in fact outlived its usefulness and must be supplanted by a socialist commonwealth. Its ideology is the very negation of the whole political theory underlying the American system of government.

It would turn the United States from a country where the individual is given free opportunity to develop the talents with which nature endowed him unto a socialist state, essentially static and leveling, and all in the interest of a "security" that would be worse than death to the high-minded, the ambitious and the gifted.

**Get the Government Out of Business.**—The grain men of the United States will never concede the right of the government to engage in private business in competition with its own citizens. To make this concession is to abandon forever the theory upon which our government is founded.

If the right is granted the government to compete with its citizens in the commodity markets how far off is the day when the same right must be granted the government in other lines of business?

Mark this well: Private enterprise will never yield the principle of its right to do business under the protection of, instead of in competition with, government.

It is heartening to observe that the business interests of the country are awakening to the conflict that has been precipitated by the passage of the Agricultural Marketing Act. The Chamber of Commerce of the United States has denounced the act and is now making a survey to determine to what extent the government is in private business, and an organization of American business men has been formed and has adopted the slogan, "Get the Government Out of Business."

At the next session of Congress the Agricultural Marketing Act will come to the front, in spite of Prohibition, Unemployment, the "Dole" and other issues.

This is because, in its last analysis, it is of more vital and basic importance to the future of the country than any other. It involves the whole future of the nation. It is individualism (Capitalism, if you care to call it that) versus Socialism. Prohibition can wait and unemployment is not chronic but temporary. But Individualism versus Socialism is an issue upon the solution of which depends the very life of the country and the welfare of millions yet unborn.

The Ass'n, your secretary is happy to record, is fully alive to the importance of the coming session of Congress. It knows that it will be an epoch-making session where the issue between individualism and Socialism will be joined. Upon the outcome of the struggle depends the future of the grain trade. The members of the Ass'n may rest assured that provision is being made to protect the legitimate interests of the trade, when the Agricultural Marketing Act was passed in 1929 the grain trade fought it practically alone. Business in general either held aloof or quietly endorsed the bill in the belief that it would "help the farmers."

But the scene has changed. The statements made on behalf of the grain trade at the time of the passage of the bill have been more than verified by recent events. The act is more vicious than its enemies dared to point out. It is so bad that it has focused the attention of all business men and has drawn fire from every editorial writer in the land.

Allies have thus come to the aid of the grain men, without solicitation and with no thought of reward. Their assistance will be invaluable in the next Congress.

The grain trade of the country has carefully refrained from giving its enemies an alibi.

The failure of the Agricultural Marketing Act cannot be attributed to any acts of the independent grain dealers. No attempt was made to test the constitutionality of the act and no obstacles were placed in the path of those chosen to administer the Bill. The failure is directly caused by the inherent weakness of the whole scheme. Its unsoundness is now apparent to everyone.

In the light of the puerile efforts of Congress to "stabilize" prices and to "control" the currents of interstate and foreign commerce in the marketing of agricultural commodities, one wonders what bizarre proposal will be taken up by the next Congress. Friends of the equalization fee and friends of the debenture plan will move on Washington before the new session is many hours old. Who will say that one or the other of the two schemes will not be successful? The passage of the Agricultural Marketing Act would argue that anything may happen in these days of domestic confusion when the people are being fed with the vicious propaganda, imported from Europe, that the state is supreme, and that the individual is but one of its creatures, with no natural or inherent rights that a triumphant bureaucracy might not take away. How can there be any private business if the country succumbs to such a doctrine?

At the last annual meeting of the Ass'n, held in Chicago, a ringing resolution was passed denouncing the Agricultural Marketing Act. This resolution said in part:

"All engaged in the competitive system of commerce bitterly resent the activities of government agencies operating contrary to

### Some of the Officers and Directors in Attendance



Left to right: Executive Com'lte Chairman Fred E. Watkins, Cleveland, O.; Pres. H. A. Butler, Omaha, Neb.; First V. P. Geo. E. Booth, Chicago; Sec'y Chas. Quinn, Toledo, O.; Directors Otto Bast, Minneapolis, Minn.; John H. Caldwell, St. Louis, Mo.; Bert Dow, Davenport, Ia.; Second V. P. W. W. Manning, Fort Worth, Tex.; Directors Mark Steele, Buffalo, N. Y.; Ben E. Clement, Waco, Tex.; A. H. Hankerson, San Francisco, Cal.

all the traditions and principles of this country. Business men know that they cannot successfully meet the competition of the Government. They have to absorb their losses out of their own resources, while the Government absorbs the losses of its agencies out of the resources of its citizens through the taxing power. The business of marketing agricultural products can no more exist part Government, part private, than this country could exist half slave, half free."

No more cogent reasoning, no plainer statement of the case, could be made than this. The whole problem is presented in that one paragraph. There can be no compromise with a system that exalts the state and reduces all individuals to a common level.

The grain trade is fighting for its very life. It is in the front trenches today, but tomorrow other industries will be attacked. This is but the first battle. If the grain industry cannot exist "part Government, part private," what chance is there for any other business?

The sooner the American people awaken to what is happening the sooner will the issue be met and solved. A life and death struggle has begun right here in the United States between Paternalism, which is only another word for Socialism, and Individualism, which is Capitalism under another name.

**Anti-Futures Trading Bill.**—One of the measures that is sure to come before the new Congress is the Capper anti-futures trading bill, which was before the last session and was known as the Capper-Dickinson bill. The bill will be re-introduced by the senator from Kansas.

This measure is but another step on the part of the radicals in Congress to extend the power of government over private business. It is one of the most drastic ever offered in Congress. In addition to abolishing put and call trading in grain futures it would give the Secretary of Agriculture veto power over grain futures rules, and would force Exchanges to enact rules suggested by him, with appeals possible only in the courts. Restrictions in trading, from which agencies of the government, including the Grain Stabilization Corporation, would be exempt, are proposed in the bill.

The plain purpose of this measure is to destroy the Exchanges so that the "Farmer-Owned" and "Farmer-Controlled" government agencies may take over the grain business of the country. There could be no speculative interest in a market dominated

and controlled by the Secretary of Agriculture whose fiat was law and who could change the rules and regulations at will.

The Capper bill fits perfectly into the mosaic picture that is being arranged by the radicals and socialists in Congress. Its purpose is to clear the way for the further and more complete entrance of the Federal Government into the grain trade.

**Uniform Grades.**—At the last annual convention of the Ass'n, held at Chicago on October 13, 14 and 15, the following resolution was passed:

"It is the opinion of the Grain and Feed Dealers National Ass'n that the interests of the producers and processors of soy beans would be better served by the transference of their inspection from the Federal Hay and Field Seeds Division to the Grain Standards Division."

Following the convention your secretary transmitted a copy of this resolution to the Department of Agriculture, and a prompt reply was received from Assistant Secretary of Agriculture Dunlap in which the assurance was made that the fullest consideration would be given the resolution by the Department.

On Sept. 23 last further comment was made by Assistant Secretary Dunlap on the Chicago resolution. He wrote:

"No definite action upon your request has been made by this Department since my last letter to you of February 5. It is assumed the Grain and Feed Dealers National Ass'n desires that the inspection of soybeans be conducted under the Grain Standards Act. The mere transfer of this work from one division to another would not accomplish this purpose. If that is your purpose it would be necessary to promulgate the soybean standards under the Grain Standards Act which would automatically make the inspection of soybeans mandatory when sold by grade, as in the case of other grains inspected under the Grain Standards Act. The inspection of soybeans, as now conducted by the Bureau of Agricultural Economics, is optional, and made only upon request. There is some doubt as to the necessity of making the inspection of soybeans mandatory at this time. Moreover there is considerable doubt as to whether there is authority in the Grain Standards Act to include soybeans. Further, the funds available for administering the Grain Standards Act do not permit of further expansion at this time."

**Treated Wheat.**—Recently a complaint came from some members on the Pacific Coast relative to the inspection of wheat shipped from Seattle and Portland to Los Angeles. This wheat was purchased, it was stated, as natural wheat, with no smut and no dockage. It is claimed by the buyers that much of the wheat shipped to fill contracts had been obviously treated, this treatment being so apparent that customers were given sufficient grounds to refuse to take the wheat. It is affirmed by the complainants that some of the local inspectors at points of delivery graded the wheat as treated but that they were reversed in every case.

This complaint has been formally presented to the Department of Agriculture by your secretary.

**Inspection in Transit.**—On April 7 last a hearing was given in Washington by the Department of Agriculture to consider a proposed regulation under the United States Grain Standards Act dealing with grain which moves in interstate commerce from a place at which no inspector licensed under the act is located, to a place at which no such inspector is located, but which, in the course of its transportation passes through an inspection point. At the present time grain may be sold by grade and shipped from a non-inspection point to a non-inspection point without any requirement that it be officially inspected and graded by a licensed inspector, regardless of whether it passes thru a point at which official inspection under the act is maintained. The Washington hearing has thus far resulted in no change in the present regulations. The Department of Agriculture has made no public announcement of any change though some dealers in the terminal markets are anxious to see the proposed new regulation go into effect while other dealers in the country are strongly opposing any change from the present system.

**Transportation.**—Notwithstanding the fact that most of the attention of the Ass'n has been directed toward preserving the grain trade from governmental encroachment, there has nevertheless been a normal amount of activity in regular Ass'n work, such as transportation.

Once more your secretary seizes the opportunity to pay a tribute of respect to Mr.

Goemann for his able and conscientious work as chairman of the Transportation Com'tee. For twenty-six years, or since 1905, he has been at the head of this com'tee and he has never once faltered in his devotion to duty. He receives no compensation whatever for his services, his hotel and traveling expenses being the only contribution of the Ass'n to his splendid labors. In these days of private interest it is a great pleasure to record the existence of some men who subordinate self to the public interest and Mr. Goemann is one of the shining examples of that type of splendid citizenship.

### Trade Rules

There have been no changes made in the rules for several years, although at each convention, some proposed amendments are offered. It is usually found, when proposed changes are fully discussed, that the need for change is not greatly apparent. The trade rules of the Association were adopted in 1902, twenty-nine years ago. At various times they have been amended until they have now become as nearly perfect as it is humanly possible to get them. Those who are seeking changes should bear in mind that the rules are not intended to meet certain local conditions or fit the business of certain members, but they must, from their national character, be general in their application.

**Arbitration.**—The work of the arbitration committees of the Association for the last convention year is shown in the following table:

Number of cases at the beginning of the convention year .....	10
Number of cases filed for arbitration during the year.....	16
Total .....	26
Number of arbitration decisions during the year.....	7
Cases settled direct.....	5
Dismissed .....	4
Expelled .....	1
Cases pending .....	9
Total .....	26

There were but two cases appealed during the year and one appeal decision was rendered. Compulsory arbitration in the Association has long become merely a matter of routine. It is so universally accepted by grain dealers that its utility and general usefulness are now taken as a matter of course.

The number of disputes handled annually continues to decline. This is in part because the volume of business among independent dealers has decreased owing to the entrance of the government into the grain trade. It was manifest that when the federal government began its price-pegging operations it would accumulate much wheat which was taken off the market. Every bushel thus accumulated was a bushel withdrawn from legitimate trade, hence the decrease in volume handled by the grain dealers. This decrease in volume does not, however, fully



Director C. D. Sturtevant, Omaha, Neb.



Director Frank A. Theis, Kansas City, Mo.

explain the decline in the number of arbitration cases. The members of the Ass'n each year become better posted in the trade rules, and as they acquire this knowledge they are less inclined to submit their differences to arbitration. Where two dealers have a good working knowledge of the rules the disposition is to adjust their disputes privately by the give and take method, hence the arbitration committees are not so often called upon to make awards.

What is happening is just what was predicted when compulsory arbitration was established by the Ass'n in 1901, or thirty years ago. At that time it was stated that disputes would almost cease to be arbitrated when the members as a whole became familiar with the trade rules. Every dealer would then know what his rights were in any dispute, and if he found that he was wrong a direct settlement was sure to follow rather than a resort to arbitration. This prediction is about to be fulfilled.

It is with regret that your secretary must chronicle the expulsion of one member during the year. This expelled member is C. V. Adams, of Lancaster, Pa. He refused to arbitrate a trade difference with The National Milling Co., of Toledo, Ohio. The directors of the Ass'n, through a mail vote, unanimously expelled him from the Ass'n.

**Membership.**—The following table shows the direct, affiliated and associate membership:

Number of direct and associate members reported at the last convention.....	1,148
Direct, branch and associate members secured since the last convention.....	80
<b>Total .....</b>	<b>1,228</b>
Direct and associate members in good standing on October 3, 1931.....	819
Number of delinquents.....	111
Direct and associate members lost during the year from the following causes:	
Resignations .....	211
Gone out of business.....	49
Expelled .....	1
Dropped for non-payment of dues.....	36
Dropped for violation of Section 5 of the Grain Standards Act.....	1
<b>.....</b>	<b>1,228</b>
Net decrease in direct, branch and associate members during the year—218.	
Affiliated members reported at the last convention .....	1,891
Affiliated members on October 3, 1931.....	1,455
<b>Decrease .....</b>	<b>436</b>
Total number of direct, associate and affiliated members reported at the last convention.....	3,039
Total number direct, associate and affiliated members on October 3, 1931.....	2,385
<b>Decrease .....</b>	<b>654</b>



Director W. J. Edwards, St. Louis, Mo.



Director Sam P. Mason, Sioux City, Ia.

As will be seen from the foregoing table the number of new members secured during the year was 80. This is the smallest number that has been taken into the Ass'n in any one year for two decades.

On the surface this looks like a great setback, and it would no doubt be so regarded were it not for the fact that the country is going thru the greatest depression in its history.

Your secretary need not here dwell on general business conditions in extenuation of the poor showing made in the membership campaign during the last year. These conditions are known to everyone in the land. There is no trade association or business organization in the United States that has not been affected seriously by the depression. Even social and fraternal societies, churches and educational institutions have felt the blighting hand of the business depression.

The number of members lost during the year was 298. This is to be regretted, of course, but it could not be helped. Practically every member who resigned spoke highly of the Ass'n, expressed deep regret at being compelled to surrender his membership and gave the assurance that he would re-enter the organization just as soon as the business atmosphere cleared a little and he could again make a living in the grain trade.

Some of these letters of resignation, if presented to President Hoover and Congress, would no doubt startle the national lawmakers because they present a good cross-section of public opinion on the iniquities of the Agricultural Marketing Act which has so seriously injured both the farmers and the grain merchants.

The failure of the Ass'n to secure more new members during the year cannot be attributed to lack of interest on the part of the boosters. In no previous campaign did they work harder. Undaunted by poor results they continued their efforts until the end of the campaign. No praise is too great for the faithful boosters who have for nineteen years carried on the work of keeping up the membership. Thru inflationary and deflationary periods—good times and bad times—they have labored with unflagging zeal. They refuse to be discouraged and when conditions in the grain business improve they will be found again bringing into the Ass'n large numbers of new members.

In 1920, just before the great deflation set in, the boosters landed 603 new members. That number was the record for any one year. Last year the number of new members taken in was but 80. These figures are given together to show the great difference in the results of booster efforts. And yet the faithful membership getters worked much harder during the last year than in 1920. The difference in the results obtained in the two years is the measure of the difference in business conditions in 1920 and in 1931.

The three leaders at the close of the canvass this year are Alex. W. Kay, of the Hales & Hunter Company, Chicago; W. E. Peters, of the Tarr & McComb Corporation, Los

Angeles, Calif.; and I. C. Harden, of the Trans-Mississippi Grain Company, Omaha. Mr. Kay and Mr. Peters are tied for first place, each having secured five new members. Mr. Harden brought four new members into the fold.

Mr. Butler was also tied with Alex. W. Kay and W. E. Peters. He induced five to join but, of course, he does not figure as a prize winner.

To secure five new members in a year like the one that has just closed is no mean accomplishment. It would be equivalent to landing at least a score of new members during prosperous times. It is only by some such comparison that an appreciation may be had of the fine work of the leading boosters during the year.

Special attention should be made of the excellent work of such loyal members as Albert Hedelund, of Omaha, who brought three new members into the Ass'n.; T. B. King, of Central City, Nebr., who also secured three applications, and Hubert W. Root, of Buffalo, who brought the same number into the organization.

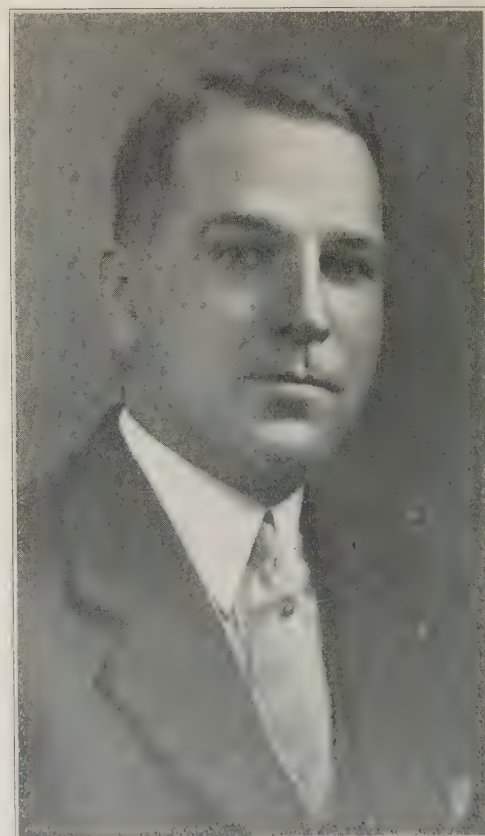
Forty-six boosters in all secured one or more new members in the last campaign, and this is extraordinary indeed when one considers the unpropitious conditions under which they labored.

During the year the Ass'n lost two of its affiliated bodies but two other organizations joined and filled up the gaps. The Kansas Grain Dealers Ass'n withdrew its affiliation, but it was succeeded by the Nebraska Grain Dealers Ass'n. The Central Retail Feed Ass'n also resigned but its place was promptly taken by the Feed Dealers Ass'n of the State of Washington. It will thus be seen that one grain organization left and was succeeded by another grain association, while one feed association resigned and another feed organization took its place. Sixteen state ass'ns, the same number as last year, are affiliated with the Grain and Feed Dealers National Ass'n.

#### Grain Products

In the last annual report of your secretary the suggestion was made that the name of the "Grain Products" committee be changed to the "Feed" committee.

Thru an inadvertence the suggestion of your secretary was overlooked by the con-



Director Carl J. B. Currie, Boston, Mass.

vention. The need for the change is as apparent now as it was one year ago.

#### FINANCIAL STATEMENT

The financial statement for the convention year just closed shows a surplus of \$9,633.18. This is an increase of \$542.68 over the surplus shown at the last annual meeting when the figures were \$9,190.50.

In view of the unparalleled business depression the financial statement ought to be a source of great satisfaction to the members of the Ass'n. Practically every trade association and business organization in the country has seen its surplus depleted during the last twelve months. The fact that the Grain and Feed Dealers National Ass'n has held its own is cause for congratulation. To make the excellent showing presented in this year's financial statement it was, of course, necessary to practice the most rigid economy.

#### Financial Statement of the Grain and Feed Dealers National Ass'n, Covering the Period from Oct. 12, 1930, to Oct. 10, 1931, Inclusive

Cash on hand last report..... \$4,124.87  
United States Liberty Bonds..... 5,065.63  
\$9,190.50

#### Receipts

Direct and Branch dues.....	\$18,353.00
Direct and Branch memberships..	1,907.50
Associate dues .....	436.00
Associate memberships .....	49.00
Regular Subscriptions to Who Is Who .....	455.00
Affiliated subscriptions to Who Is Who in Grain and Feed.....	527.50
Who Is Who in Grain and Feed advertising .....	11,950.81
Sundries .....	46.20
Arbitration deposit fees.....	660.00
Affiliated dues .....	527.50
Investments .....	242.60
Legislative .....	326.33
Total receipts .....	\$35,481.44
Grand total .....	\$44,671.94

#### Expenditures

Salaries .....	\$13,299.09
Office supplies .....	579.71
Express and telegrams.....	101.72
General printing .....	841.76
Who Is Who in Grain and Feed..	11,457.82
Office rent .....	1,578.02
Telephone rent and tolls.....	152.62
Refund arbitration deposit fees...	285.00
Legislative expense .....	922.73
Officers' traveling expense.....	1,067.70
Secretary's traveling expense.....	469.85
Postage .....	1,215.00
Sundries .....	167.22
Convention expense .....	2,260.93
Arbitration expense .....	164.50
Transportation expense .....	475.09
Total expenditures .....	\$35,038.76

In Banks, Commercial accounts:	
Ohio Savings Bank and Trust Co. \$4,779.20, less outstanding check for \$52.65, or a total of	\$4,726.55
Toledo Trust Company.....	2,548.05
Petty cash account.....	327.00
	7,601.60

Investments:	
United States Liberty Bonds...	\$2,031.58
	2,031.58
	\$44,671.94

PRESIDENT BUTLER delivered the prizes to those who got the largest number of new members. A. W. Kay, of Chicago, and W. E. Peters, of Los Angeles, tied for first place; next, Mr. Hardin, of Omaha.

MR. MARK STEELE, of Buffalo, presented the application of George E. Wood, as application No. 1 for the next year.

PRESIDENT BUTLER: At this point we will announce the com'ites.

Resolutions Com'ite: Ben E. Clement, Waco, Tex.; George E. Booth, Chicago; A. H. Hankerson, San Francisco; F. E. Watkins, Cleveland, O.; O. F. Bast, Minneapolis.

Nominations: Bert Dow, Davenport, Ia.; J. H. Caldwell, St. Louis; W. W. Manning, Fort Worth; W. M. Moore, Covington, Ind.; Mark Steele, Buffalo; W. E. Peters, Los Angeles; Roland Jeanerette, Kansas City.

Auditing: Frank C. Bell, Omaha; L. H. Connell, Denver; S. P. Mason, Sioux City.

Adjourned to Tuesday.

## Tuesday Morning Session

PRESIDENT BUTLER: I am very sorry that we have to make a change in the arrangement of our program this morning. Most of you, I think, perhaps nearly all of you, know that it has been impossible for Mr. Sanders of Washington to be with us. He and Mrs. Sanders were traveling in Europe during the summer, and three weeks ago Mrs. Sanders became very ill, and passed away in Paris. He only recently got home, so it is impossible for Mr. Sanders to be with us. He sent, however, a representative from his office, Mr. Whitlock. Mr. Whitlock will be very delighted to talk with the various representatives of markets, and if you will make an appointment, either with him direct, or with any of us in charge of the affairs of the Ass'n, we will be glad to arrange an interview with Mr. Whitlock for you.

The speaker this morning, Mr. Asher Howard, is one of us. I am going to make that announcement because his present address being Winnipeg might give some people the wrong impression, that he is not an American. He is, however, one hundred per cent, and I am sure the explanation would not have been necessary had he spoken before I made this announcement. Mr. Asher Howard!

Mr. Howard's address on "Farm Relief in the United States and Canada" is published in full elsewhere.

The audience arose and applauded.

A vote of thanks was unanimously extended to Mr. Howard for his splendid address.

PRESIDENT BUTLER: At this time Mr. J. C. Murray, President of the Board of Trade of the City of Chicago has consented to give us the address booked for tomorrow. It is published elsewhere.

#### Trade Rules Com'ite Report

S. P. MASON, of Sioux City, Ia., presented the report of the Trade Rules Com'ite.

The Trade Rules Com'ite has had two or three meetings. We had no rules to suggest until the recent tariff 17000 case which went into effect Aug. 1, and the case brought up by a firm on the Coast brought them up just before the convention. We have had to discuss them at the convention. Mr. A. H. Hankerson of San Francisco, R. A. Kelly of Kansas City, and through the courtesy of Mr. Watkins and sent to Mr. Goemann.

**Recourse for Freight Charges.**—The first matter brought up, Clause 7 on the B/L provides that the shipper in signing that clause may make the consignee responsible for the freight and the railway have no recourse on the consignor for freight charges.

It has been very usual and customary for the shipper to sign Clause 7.

I have a letter here written to Mr. Quinn by the Albers Brothers Milling Co., which I think I had better read:

Dear Mr. Quinn: At the request of our E. L. Dial, we are writing you concerning the present practice of freight allowance on corn which is purchased from dealers operating at Missouri River markets. It is invariably the practice of these dealers, whose integrity we have no reason to question, to execute Section 7 on the order notify B/L, which we are compelled to take up at the bank before we obtain our corn. The customary basis of sale is f. o. b. California common points, or f. o. b. specific point such as Oakland, California. The correct freight is usually allowed based upon the point of origin weight and either the thru rate or balance of transfer from shipping point.

Ordinarily this practice is all right, but today we are in receipt of a demand from the Southern Pacific Co. for \$544.92 additional freight due on five cars of corn upon which the Southern Pacific Co. claim improper transit tonnage was surrendered at Omaha. The matter was presented to us some two years ago and at that time this shipper, who is a very large shipper of a good reputation, promised to adjust the matter with the railroads.

The Southern Pacific tell us that under the law, and we believe that they have interpreted the law correctly, they have no recourse but to press us for the undercharges. Section 7 prevents them from going back on the shipper. No doubt we will be able to induce the shipper to pay this money. However, you can well appreciate our position if this shipper has become bankrupt, or has faded out of the picture.

We feel this matter is of enough importance to be considered by the Ass'n and would like to have your comments indicating what you think about it.—Albers Bros. Milling Co., by C. S. Connolly.

Gentlemen, the same thing applies to the shipper as applies to the receiver, and it applies with added force because the only difference which the receiver might have would be a small freight difference on each car, but the shipper would be responsible for the entire freight of the car, and if thru some oversight of the railroads, freight was not collected at destination, after being properly allowed on the invoice, and the consignee became bankrupt, the shipper would be liable for the entire amount, and with two such divergent views, it has seemed to the Rules Com'ite that they could not present a positive rule that any clause should or should not be signed.

The Rules Com'ite has suggested that if it is the will of this convention that the matter be referred to the Transportation Com'ite, with the request that they take it up with the railroads, the possibility of limiting the amount that the consignor might be liable for under Clause 7.

For instance, if he has allowed a certain specified amount in his invoice, that he should say that he will not be responsible for charges in excess of that amount, and it has also been suggested by the Rules Com'ite that it is possible, in order to prevent it being held up two years, that we might adopt a rule to read about as follows:

"On grain sold on a delivered basis the seller shall immediately reimburse the buyer for all freight charges lawfully collected by the carrier to the contract basis point, less the amount of freight charges deducted from the invoice although the shipper may have executed the non-recourse clause on the B/L."

The only thing possible to be accomplished by such a rule would be that you could not



Director A. L. Flanagan, Milwaukee, Wis.

hold it up for two or three years, if there was a lawful charge made that he would have to pay it immediately. Many do not feel that that governs the whole situation, nor do we feel that it can be governed by a rule, and if any of you have any suggestions we would be glad to have them. If you have not, it will possibly be better to let this develop a little further, and refer it back to the Committee or to the Transportation Com'ite, with the suggestions of getting something with regard to the limitations.

MR. WATKINS, Cleveland, O.: I move that this matter be referred back to the Trade Rules Com'ite and the Transportation Com'ite jointly, for them to study it, and bring in a report at the next convention. Carried.

MR. MASON: Mr. Goemann is very interested in this matter and wrote a very interesting three-page letter. Mr. Wiggins, of Sioux City, wrote a three-page reply as to the liability. They are both very interesting. With Mr. Quinn's permission, we can publish them possibly in Who's Who. I leave it to you. I suggest we do that. I don't want to tire this convention. We have already acted upon it.

**Restricted Transit.**—The second question for consideration by the Rules Com'ite under the new railroad rates established Aug. 1, one free transit operation is allowed and one free inspection. It is still questionable just what interpretation is given to reconsignment on transit; that is, whether you have a transit operation. I believe it is the ruling that the inspection is not counted at a market where you are granted transit; but in any case, after the thru transits, there is a penalty of two cents per hundred on further transits or after one free inspection there is a railroad penalty of \$2.25 per car for a second inspection. That is not the cost of the inspection; that is a railroad penalty of \$2.25 per car after you have had one free inspection.

It was the thought of the Rules Com'ite that some rule might well be adopted. We felt hesitant in stating that it should be adopted because there will be further development of the present rates. I understand that Texas and Ft. Worth exchange have already asked the Interstate Commerce Commission for a hearing and further transit, and I understand that other exchanges will, but in the meantime, we framed a tentative rule that I put before you for discussion. You may either adopt it, or refer the matter, just as you did, back to the Rules Com'ite. The rule suggested reads as follows:

"Unless otherwise specified or agreed to, a buyer is entitled to one transit privilege and to one inspection free from railroad charges on each car of grain, and charges lawfully collected by the carrier occurring by failure of the seller to furnish billing carrying such

privileges shall be for the account of the seller."

We, the Rules Com'ite, feel that where nothing is said in the telegrams that a buyer may reasonably expect one free transit privilege or diversion. For instance, if you are selling to the West Coast or to Boston from the interior, that you might reasonably expect a transit privilege at Buffalo, Albany in the East, or Spokane or Stockton in the West; and it is rather an important matter. There are interior markets.

We did not have time to get advice from all markets as to their feeling. There are interior markets that might object to that. We felt in common justice, where there are two transit privileges, the seller is entitled to one and the buyer to another, where nothing is said or specified in the letter. I will be glad to have the convention's remarks.

J. H. CALDWELL, St. Louis, Mo.: We have to have transit on them, and I don't want to get caught with no transit, and have to pay a dollar or so extra.

I think we ought to adopt this. Give the seller one transit and the buyer one transit. I think that suggestion is fair.

It is almost impossible to always in the hurried course of business to put each and every stipulation in a wire in passing it backward and forward, and if we have such a rule, we will eliminate such expense, and a tremendous amount of misunderstanding.

C. D. STURTEVANT, Omaha, Neb.: It seems to me that we must meet the new situation which exists on account of the decision of the Interstate Commerce Commission; that is what we are here for, to frame rules to meet those new situations.

It seems to me that this is very fair. The trouble is going to be after the railroad company collects the charges, you may have trouble in getting your money from the shipper. Is that true?

MR. MASON: I think we should go on record as to where the responsibility lies, and this rule might cover it in case this matter was presented to arbitration; we will probably have to amplify this rule. There will probably be changes in that interpretation of the present rules the new ones, but in the meantime would you make any rule at all, Mr. Sturtevant, and do you like this rule?

MR. STURTEVANT: Yes; I will vote for it.

A. H. HANKERSON, San Francisco, Cal.: I don't see anyone from the markets adversely affected by this rule. It is common practice to enact legislation for the greatest good to the most people. In this case the procedure seems to have been reversed; the idea being to do the least harm to the least number. We will avoid a great deal of controversy, I am satisfied, by that rule, and pending the time until we do get it amended, I believe it is just as well to have that in our set of rules. It doesn't satisfy any of us; I believe the least harm will be done by enacting some such rule as that.

W. W. MANNING, Ft. Worth, Tex.: The limited number of stops that the carrier is willing to give us is going to cramp us in doing business, but as Mr. Sturtevant says, we have to make rules as equitable as possible to the buyer and seller. That is as good a rule as I can suggest.

C. FERGUSON, Ft. Worth, Tex.: I am in favor of that rule, because if there is a dubious question like that there is no one in better position to know how many privileges have been used than the shipper. Therefore, he is placed in the position where he will have to be on his guard to impart that information to the interested buyer, and I think it is about the only feasible thing that could be done in the situation.

It was moved by Mr. Hankerson, and seconded by S. A. Derby of Topeka that the rule be adopted as read.

MR. MANNING: Would it not be a good idea to add to that rule, "if needed"?

MR. HANKERSON: It is.

MR. MASON: There is no penalty unless charges accrue. The rule as read only provides that the seller shall be responsible for railroad charges lawfully collected by the carrier. If there are no charges collected, there would be no penalty.

The motion was carried, with one dissenting vote, Mr. W. H. Killingsworth, San Antonio, Tex.

MR. HANKERSON: I would be interested in hearing what the gentleman has to give us. I realize that you are trying to do as little harm as you can. It is for my own benefit. We would be glad to have the gentleman give us his ideas.

MR. KILLINGSWORTH: I voted against it for two reasons: first, I think there is too small a representation here to pass on such an important question. In the next place,

there is where we are accustomed to trade, at which we base on delivery. Now, if this matter under discussion is important, there should be a code word which should be sent out to all members of this Ass'n. They could use that code word when it is necessary; it could be included in the telegram.

When you sell the stuff delivery, lots of persons do not expect to use this.

MR. MASON: I agree with you that it might be well, possibly, to print this in the news, or the suggestion for all of us to put it in our codes; put in some one word that might represent it, if you are offering grain that might not carry transit. I don't know whether that is practical or not.

MR. FERGUSON: I hesitate to prolong this discussion, but I thought it was well understood, and a well fixed rule and custom, that grain does require transit privilege, and I repeat that the shipper is in the best position of anyone to protect himself under such a rule as this, and to keep from unduly imposing upon the members of the Ass'n who have no way of knowing what transit has been made or shall be made on these shipments before they are made.

MR. MASON: Mr. Quinn has handed me a letter from Mr. Dreyer, of St. Louis, who is Chairman of your Grain Products Com'ite. He unfortunately was unable to attend the convention. His report ordinarily would come tomorrow, but he has only one suggestion, and in order not to take the time of the convention for a separate report, I will present it today. It is not a report; it is a suggested rule for the feed trade.

I may say in reference to the gentleman who spoke against the rule which we just adopted, it is extremely difficult; we have no way of adopting rules in the Grain and Feed Dealers Ass'n except at the National Convention. We have had difficulty before in obtaining a large representation at such meetings, but we can not submit it; we have no method of submitting it by vote during the year. We can only adopt rules at the convention. But we can discuss in our publication, Who's Who, the proposed rule, and possibly publish it. In this case, both of these questions came up so close to our convention that we did not have the opportunity but it is always true that it is a light representation.

**Wheat Bran.**—I shall read the letter which Mr. Dreyer has written to Sec'y Quinn:

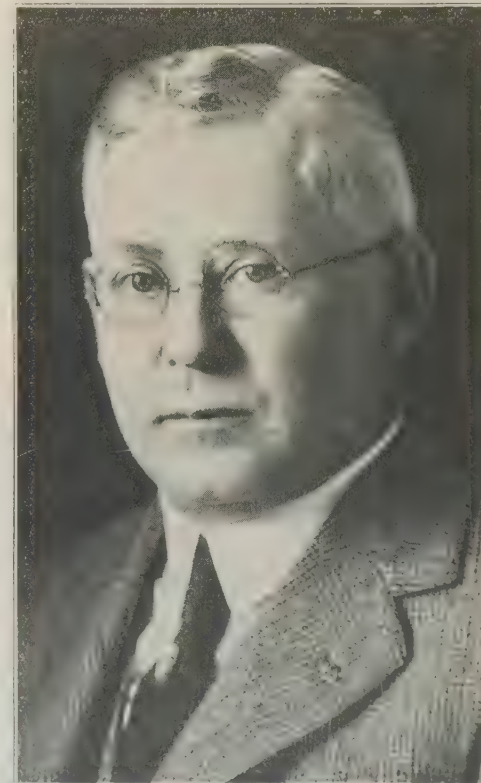
"Dear Mr. Quinn: Your Com'ite wishes to offer the following recommendations:

"Under the Millfeed Rules the term wheat bran or standard wheat bran should be clarified. While custom usually governs, there is room for a technical argument covering this term.

"We would suggest, therefore, that the rules or definitions define that bran or



Director D. B. Kevil, Sikeston, Mo.



Director T. B. King, Central City, Neb.

standard wheat bran be 'The coarse outer covering of the wheat kernel as separated from cleaned and scoured wheat in the usual process of commercial milling, with not exceeding millrun Screenings,' and that the term 'pure wheat bran' shall mean 'the coarse outer covering of the wheat kernel as separated from cleaned and scoured wheat in the usual process of commercial milling without any screenings or scourings added.'

"Your Com'ite would also like to suggest that your Ass'n adopt this at its convention and that you immediately write Mr. G. G. Frary, Vermillion, South Dakota, President of the Feed Control Officials Ass'n, or the Sec'y, Mr. L. E. Bopst, College Park, Md., with a view of having them take action at their convention, which I understand will be held in Washington, Nov. 5 and 6 at the Hotel Raleigh.—E. C. Dreyer, Chairman, Grain Products Com'ite.

MR. CALDWELL: I believe that suggestion of the Com'ite by Mr. Dreyer is a good one. Now, Mr. Bast made the remark to me that that has always been understood. Well, it has. But I happen to know of a particular case where the market went down on this particular buyer and he took the stand that when he bought bran, he didn't buy feed, he bought bran.

If we adopt this rule, that will adopt "Bran" or "Pure Bran." That will not contain screenings, bran or the ordinary millrun of screenings, that come from that particular bran, so I think his suggestion is a good one, and would be a good one in all controversies such as he had in this case.

SEC'Y QUINN: How can you distinguish between the bran, the ordinary amount of screenings that comes from that particular bran, and excessive screenings?

MR. CALDWELL: Not to exceed a certain per cent. I think not exceeding 8%. In most cases I think it does. I think the U. S. Standards show that.

MR. MASON: The rule as suggested merely says, "with not exceeding millrun screenings."

MR. CALDWELL: Well, millrun screenings, I think is a limit of 8%. When it goes beyond that, it shows that something has been added or supposed to have been added.

F. A. DERBY, Topeka, Kan.: It seems to me this is a good rule, and should be adopted. I move that it be adopted. **Carried.**

**Feed Merchandising Plan.**—MR. MASON: A further report of the Feed Rules is a statement from C. P. Clark, Chairman of a special committee, dated from Chicago, headed, "Two Strong Endorsements."

#### Two Strong Endorsements

Here follows a draft of the resolution which was adopted at the 54th annual convention of the Pennsylvania Millers & Feed Dealers Ass'n, held recently in Harrisburg, Penn.:

"RESOLVED, that, after careful consideration and many months of close observation, the Pennsylvania Millers & Feed Dealers Ass'n desires to go on record as heartily and unqualifiedly endorsing The Merchandising Plan subscribed to by the majority of feed manufacturers, covering the subjects of lengths of contracts and guaranteeing against price declines. Bookings cover 60 days, with additional 60 days with carrying charge. It is the sense of this Ass'n that The Plan is in thoro accordance with sound business principles and works alike to protect the proper interest of the feeder, manufacturer and dealers."



C. C. Lewis, Buffalo, N. Y.  
Chairman, Legislative Com'ite

We also take pleasure in presenting the following draft of resolution adopted a few weeks ago by the Western Pennsylvania Millers' Ass'n:

"RESOLVED, that the Western Pennsylvania Millers' Ass'n endorse The Plan of the larger manufacturers on price guaranty against decline and on longer than 60 day bookings of feed."

The Com'ite takes this opportunity of expressing the thanks and appreciation of the entire feed industry for the support of these two organizations to a movement which is now so generously recognized as being one which is essential and helpful to feed distributors, feed consumers and manufacturers everywhere.

The feed industry is demonstrating that it has the foresight, ability and the courage to set its house in order. Those highly speculative, uneconomic, wasteful and trouble-breeding practices—long term bookings and price guarantees—have practically disappeared.—C. P. Clark, Chairman, Special Com'ite.

SEC'Y QUINN: I heard Mr. Clark talk in the East at Jamestown, New York. I think he has devoted almost all of his time in the last year or two to a campaign to put this over. (Mr. Clark's plan appears on page 419 of the Journal for Oct. 14.)

MR. CALDWELL: Mr. Chairman, I think really that should have gone to the Resolutions Com'ite. The only thing that I think this body can do, any action that this body should take, would be informal, similar to that cited there by the Millers and Feed Dealers in Pennsylvania.

About a year ago in June, the American Feed Manufacturers over in French Lick, Indiana, decided that it would go on the basis of selling not beyond 60 days, free carrying charges, and not beyond 120 days, including carrying charges for the last sixty days.

Now, it is needless to point out to you the advantage that has been during the past year. It has been the custom of some of the feed manufacturers themselves for as much as six and eight months ahead, some of them, guaranteeing the price against decline. The price has declined so enormously during the past twelve months, that it is very obvious the advantage that the mixed feed manufacturers have had in simply carrying out or agreeing to such a procedure.

I think the only thing that this body might do is to endorse that kind of plan. Of course, with the future contract markets that the grain people have with the protection that both the buyer and seller has on grain for a greater distance of time, I don't know if they will adopt any such merchandising plan or whether it will be wise to do so; but it might be wise to pass a resolution that that method, so far as it can be carried on by the grain trade, will be a good one—of merchandising prices.

SEC'Y QUINN: Haven't there been conditions in the feed trade that have been chaotic due to the fact that some of the smaller feed manufacturers committed themselves to a long-term contract, and couldn't fulfill the contract?

MR. CALDWELL: Yes, that has existed, but not in the last year or two, because the markets have gone down, but it has at other times brought it up.

MR. FERGUSON: Mr. Chairman, I appreciate the spirit in which this suggestion has been offered, as well as Mr. Caldwell's remarks, but it seems to me that we are going entirely beyond the general province of this organization in endorsing matters of this kind, which have specific reference to the conduct of some specific phase of the grain and the milling industry.

It seems to me that that is a problem that is peculiarly and sanely related to the conduct of the business of those people who are engaged in it, and I believe it is entirely beyond the province of this organization to pass such resolutions or to adopt them.

R. A. KELLY, Kansas City, Mo.: I want to say I think Mr. Ferguson's remarks were quite pointed, and are true. I don't believe that it is within the province of this organization to suggest limitations as to the trading contracts, so long as they are ethical.

The statement of Mr. Clark was laid on the table.

MR. MASON: There is no further report from the Rules Com'ite.

Adjourned for banquet.

#### The Omaha Delegation Brot their Wives and After Meeting Went to Cuba



# Wednesday Morning's Session

**PRESIDENT BUTLER:** In order to economize the time, I am going to ask Mr. Caldwell of St. Louis, to present his paper at this time. (It appears elsewhere.)

**PRESIDENT BUTLER:** At this time we will hear from Mr. J. W. Evans, prominent cotton exporter of this city, Mr. Evans.

**MR. EVANS:** The first thing I want to do is to apologize for this most unusual brand of weather we are having here. I frequently heard of winter lingering in the lap of spring, but it is the first time that I have ever known the summer to grab the whole show of autumn. That seems to be the particular case, and I am wondering whether back of this unusual situation there isn't some ironical reason on the part of Mother Nature to prove to man that despite all efforts he may make to decrease or increase crops, that Nature herself is the final arbiter, for every day that this weather holds on in the South, we are adding tremendously to our crop of cotton, and that is the one thing which we do not desire at the present time, so, after all, despite man's dreamings, strivings and hopes, we find ourselves back to the elemental proposition that Nature and Nature alone controls production.

I read in the newspaper one morning that the Farm Board would buy wheat at \$1.18 to \$1.25. They will advance the producer of cotton something over \$80 a bale, and then the fun started. There is no doubt about it. I think every man within the sound of my voice will agree that had it not been for this unfortunate policy, that these surpluses of wheat and cotton which today lie so heavily on the farmer in this country, would have disappeared in to the channels of trade and we would not have been confronted with these conditions which exist practically over the whole agricultural community.

Whether the other nations of the world who raise these two crops were forced by necessity, or were clever enough to see the trend of things, and got rid of their surplus products, it is, nevertheless, an outstanding fact that following the pegging of wheat at \$1.18 to \$1.25 per bushel, and the valorization of cotton at a little in excess of \$80.00 per bale, our customers began disappearing like snow on the face of the desert.

**PRESIDENT BUTLER:** At this time I will ask another cotton representative, one with some years of experience, to speak to us about ten minutes. Mr. Dancy.

**R. R. DANCY, Houston, Tex.:** We have stumbled, you might say, for more than fifty years, in getting the best talent, the most accomplished men, and spending vast sums of money in trying to organize farmers' unions, farmers' granges, farmers' associations, farmers' organizations, and farmers' co-operatives, to do what? Try and learn how to protect and guard the interests of the two greatest products on earth—cotton and wheat.

Every one of them have been failures. This talent, this imagination, this great intelligence, thruout the land and the enormous

amount of money expended, has passed without any special result.

**PRESIDENT BUTLER:** We are not going to read many of the com'te reports. In fact, but one has been selected. I am going to ask Secretary Quinn to read the report that is on file here by the Chairman of our Legislative Com'te, C. C. Lewis, of Buffalo. It sounds not only the keynote of this convention, but one or two of the preceding ones.

Secretary Quinn read the report of Mr. Lewis as follows:

## Legislative Com'te Report

Since our last convention, Congress has enacted practically no legislation that affects the grain trade. The only important legislation that has engaged our attention is the Agricultural Marketing Act. Senator Capper of Kansas introduced an Anti-Futures Trading Bill, but there is nothing new in this. He has been trying to have such a bill passed for several years. It hasn't left the Senate Agricultural Com'te. There is, therefore, you will see, none of the usual routine legislative matters to report because the Agricultural Marketing Act has absorbed the attention of the entire grain trade, and in fact, the whole country.

**President Hoover.**—I think it well at this time again to call your attention to the fact that the Legislative Com'te of the Grain and Feed Dealers National Ass'n, in the spring of 1929, together with your secretary, Mr. Quinn, called upon President Hoover and gave him the Ass'n's idea of what should and should not be done in the way of Federal Farm Relief. Most members are familiar with the results of that meeting.

It was a very sane presentation in my estimation. It asked only what any man born and raised in these United States would expect of his government, "A fair field and no favor"; no class legislation; no use of public money to enter the grain business directly or indirectly; no increase in physical facilities now available or marketing facilities now in existence, that have proved through seventy-five years of good and bad times as sane and effective.

Before our com'te went to the chief executive's office, we felt that when we presented our brief we would probably be informed by the President that he understood the situation perfectly, that he was in the executive end of the government and not the legislative, and that he needed no information on the bill, but that we should go to the Agricultural Com'te of the House and Senate and place our brief before them. We indeed read his mind, for he said that to the letter, before we had an opportunity to even read our brief. The speaker for your com'te was E. H. Sexauer, of Brookings, S. D., and his answer to the President was immediate; that we had come to see him because it was his bill, the fulfillment of his campaign pledges, and we did not want to talk with straw men. The President did not deny the allegation, in fact seemed startled by the instant answer. He hesitated a moment, then informed us that he needed no instruction in this matter, that he would shortly sign a bill for Federal Farm Relief, surrounding a Federal Farm Board with wide powers to act.

This is an absolute record of that meeting, except the reading of our brief which the President consented to, after protesting that he was very busy and he would rather have us leave it with him to be read after our exit.

## It Was the President's Farm Relief Bill.

After we left the President, several of us called on Senator McNary, the Chairman of the Senate Agricultural Com'te, the gentleman who with Mr. Haugen formulated the McNary-Haugen bill which President Coolidge vetoed. There were present at this meeting Mr. Quinn, Mr. Sexauer, Mr. Brookings, of St. Louis, myself and possibly others. Senator McNary gave us a brief sketch of the new bill. He told us that it was not his bill; that it was the President's bill; and that he, the President, would select the board of supermen to put it in action.

**Bill Rotten to the Core.**—He addressed his conversation to me and asked my opinion of the bill. I told him, in my estimation the bill was rotten to the core; that it meant the government was entering the grain business thru the back door; and that this bill was an attempt to relieve large politicians of the pressure from the smaller politicians closest to the farmer, and that it was an effort to destroy the regular grain business and set up in its place the co-operative system of marketing, which latter system had given no evidence from past experience that it was an economical substitute for the competitive system of marketing grain.

I told him that, in my estimation, only three things make any business successful: Good policies, good principles and hard work. No business based upon individualism would succeed because of the title "Individualism," nor fail thereby. No co-operative company would win or lose because it bore the title "co-operative." Either must sink or swim on the measure of good policies, good principles, and hard work incorporated in the effort. I also stated that the grain trade had innumerable times admitted and stressed the right of the farmer to enter the grain business, the cotton business, livestock or any other business affected by the coming Farm Board's activities, either in the form of a co-operative ass'n or not, but that we denied the right of the United States Government to take the common funds of the people of the United States and favor any business thereby, as this would constitute class legislation which the President of the United States himself had often denounced.

Senator McNary, in conclusion said: "Well, you are going to get the bill and it isn't mine."

Well, gentlemen, we got it and you have felt, and are still feeling, the effect of it for the last two and a half years. Everything we predicted has come true. The attempt to stabilize prices by the Federal Farm Board has left the farmer in the same position in which a Hindu mystic finds himself as a result of his religion of the stabilization of life itself. We have reached Nirvana, that state of bliss where everything is quiescent. That is all the followers of Orthodox Hinduism require and we have acquired it and the farmer does not like it, nor does anyone else but those whom it has furnished a job. There is never any other outcome to such efforts. The experience of society back thru countless ages is our witness. The law of nature, or we may say the law of God Himself, settled that. It has been just another attempt to make a man-made law repeal the natural law with the inevitable result, defeat.

The only ray of hope they had of even temporary success was that wheat and cotton crops in various sections of the world would, by an Act of God, be largely destroyed, and this is not a safe bet to make since it rarely happens. It placed a premium on an increase in acreage at a time when economic law demanded the opposite.

**Bill Born in Politics, Not Economics.**—The author of the bill had many years of experience in Oriental Countries and intimate contact with the results of Oriental philosophy. I wonder if he didn't thoroughly understand it. I wonder if he didn't compromise with his better judgment in order to fit the political issues. I wonder after all, if we were not correct when we stated that this bill was born in politics and not in economics, a bill with which to take care of a political situation rather than an economic one.

I am not going to dilate upon the details of the operation of this bill. Hundreds of articles have been written on the subject and good ones, but I do want you to understand that the Grain and Feed Dealers National Ass'n put itself on record before the bill was signed that it was unwise, that it would not relieve the farmer, and our prediction has been vindicated, that it is no good

## Part of the St. Louis Delegation



Mrs. Arthur Kilz, Arthur Kilz, Bert Beardsley, C. B. Rader, J. M. Adam, John Caldwell

because it doesn't work, and conversely it doesn't work because it is no good.

#### Successful Operation but Patient Died.

It is alleged that many years ago a book was discovered in London which was a record of an ancient doctor's handling of his patients afflicted with various disorders. In one case the old doctor said: "I have bled the patient at the wrists, at the back of the neck and below the ears. I cupped him and I blistered him. All the operations were successful, but the patient died." Someone had written underneath: "Why not?"

The Agriculturist is in much the same position as this patient at the present time. He has been cupped, blistered and bled and in addition to this has been plied with nostrums, panaceas, politics and poisons in the name of economics. He cannot put the whole blame on politics for he himself has largely selected his own doctor. He has refused to face the fact that the law of supply and demand and the law of action and reaction can never be repealed by man made laws. He must realize that nothing will ever get him out of his difficulties but the homely business virtues that have taken care of him in the past. He must help get the government out of business, his business, our business, and all business, in order that the natural law may function.

#### Competitive System Is Orderly Marketing.

—Congress will hardly meet again before new panaceas, nostrums, new magic will be offered to regulate the grain trade to help the farmer. None of them will do so. All those that have been mentioned to date had been tried and found wanting hundreds of years before the beginning of the Christian era and it is up to the farmer and every member of this organization to fight them with every pound of strength we have. Our interests are identical with theirs. For seventy-five years in this country we have provided an orderly system of marketing, and one so cheap that it has excited the admiration of handlers of grain thruout the entire world, viz., the competitive system. It is the plan of nature herself, and the record to date is that no other system has ever been able to compete with it successfully since it is the cheapest way.

It is the duty of every member of this organization to co-operate with the President of the Ass'n and with the Legislative Com'te, to place the truth, the whole truth and nothing but the truth before our representatives in Congress, before our friends and acquaintances, thru personal conversation, thru the radio and by every other means at our disposal in order that when the present nonsense is over we will stand in the dignified position of at least having done our best to educate Congress and the public to the fact that we represent the most economic system yet devised for the distribution of farm products, and that our system is in accordance with the competitive laws of nature herself and these laws in the final analysis have never been repealed and never will be repealed by any one.

**PRESIDENT BUTLER:** At this time, I am going to give Mr. E. A. Calvin, a Texas farmer, five minutes before the convention.

**MR. CALVIN:** You are now within the confines of the great Empire State whose legislature has repealed the law of supply and demand, and I understand that within a short while there is going to be a special session to attack the Ten Commandments.

I regard the creation of the Federal Farm Board as the most colossal jest of the times, and its work as a striking example of picturesque insanity. I don't believe the Farm Board itself contemplated or the farmers of the East or the West, just what we were getting into, when many of them or a few at least asked for the creation of the Federal Farm Board. They never contemplated that they were creating an agency that would strike out and undertake to take within its control the entire marketing machinery of the age. They never contemplated that the Federal Farm Board would go into the market and deal in cotton and grain futures, and try to manipulate the market.

**Short Selling.**—Let me tell you, my friends, talk about short selling; that the Farm Board is now talking about—the Farm Board doesn't know any more about short selling than a jackass does about the Einstein theory of relativity. (Applause.)

**Short selling.**—If there is short selling, Mr. Chairman, there must be long buying; necessarily, and the one offsets the other. I am firmly of the opinion that the best results from the farmer's standpoint that can possibly be obtained is to leave the situation as we have it—I mean as we followed it before the creation of the Federal Farm Board and let each country work out its own destiny.

**SECY QUINN:** With reference to these various reports you see on the program, the

report of the Com'te on Membership; Mr. Potishman, the chairman, of Fort Worth, wrote me and said that he would confine his report this year to my report, saying that I had covered the situation fully and he didn't think it was necessary to submit a report.

**MR. EDWARDS,** the Chairman of the Com'te on Rejected Applications, wrote me that his Com'te would not make any report at this convention because the Com'te had considered no applicants and had done no work.

**TED BRANSON,** of Salina, Kans. will not make a report on the Crop Reports.

The Arbitration Appeals Com'te, Mr. Manning, Chairman, and the 7 other arbitration com'tes, will not make any report to this convention for the simple reason that the number of arbitrations cases have been steadily declining until none of the com'tes have had very much to do; in fact, two or three of the arbitration com'tes did not have a case, and those that had, had only two or three cases, so you may say that none of these reports in the program will be presented at this time.

**MR. MASON** read the report of the Auditing Com'te, finding the accounts of the Sec'y-Treas. to be correct and properly recorded.

It was voted, on motion by Mr. Bast, seconded by Mr. Moore, that the report of the Auditing Com'te be adopted.

**BEN CLEMENT,** Waco Tex.: The Resolutions Com'te has prepared four resolutions, and they reaffirm their declaration on the Agricultural Marketing Act. I will read them to you and then I will assume that we will adopt them as a whole.

### Resolutions

The Grain & Feed Dealers National Ass'n, lamenting the unparalleled disruption of the value of farm products and the consequent suffering and losses to the agricultural and business interests of the nation, caused by the utter failure of the Agricultural Marketing Act, hereby renews and reaffirms its declaration of principles as contained in its resolution of last year, as follows:

#### Desires Prosperity of Farmer

From its organization in 1896, the attitude of the Grain and Feed Dealers National Ass'n has been that of friendship for and co-operation with the farmer. It has held consistently to that attitude and now reaffirms its position that whatever will bring genuine prosperity to the farming community will have its earnest support.

#### Against Government in Business

For more than 10 years the condition of agriculture has been the subject of debate in and out of Congress. One and only one scheme has been proposed for its amelioration. The members of this Association have persistently and consistently opposed any Government-erected, Government-sponsored instrumentality of commerce. Never has it opposed, and it does not now oppose, any voluntary agricultural association, organiza-

tion, or business facility based upon its own capital and enterprise.

#### Agricultural Marketing Act Unsound

We assert that the Agricultural Marketing Act, politically created, politically operated, is unsound in principle and dangerous in practice, not only to the business of this nation whose rights it seeks to destroy, but to the very interests it seeks to aggrandize.

Already the workings of the Agricultural Marketing Act have been disastrous to agriculture. Its difficulties have been multiplied and its sufferings have been intensified. Great as may be the abilities; honest as may be the efforts; diligent as may be the labors; bold as have been the acts of the Farm Board, not a single success can, by any stretch of the imagination, be ascribed to it. With a half-billion dollars of Government money; with the power and prestige of the National Government; with ample time in which to test the effectiveness of the act, every result proves how utterly futile has been the effort of Government farm relief; how unwise and impossible is any such attempt to substitute arbitrary values for those established by economic law.

#### Class Legislation and a Failure

This class legislation cannot be justified by any achievement but merits condemnation and repeal, not only because it utterly fails to accomplish the purpose for which it was designed, but because of the injustice it perpetrates upon every citizen of this country and because it undermines every conception of individual enterprise and initiative.

All engaged in the competitive system of commerce bitterly resent the activities of Government agencies operating contrary to all the traditions and principles of this country. Business men know that they can not successfully meet the competition of the Government. They have to absorb their losses out of their own resources while the Government absorbs the losses of its agencies out of the resources of its citizens through the taxing power. The business of marketing agricultural products can no more exist part Government, part private than this country could exist half slave, half free.

#### Get Government Out of Private Business

We commend all fair and lawful efforts of other organizations to eliminate the Government from private business and hereby endorse the principles and purpose of the Federation of American Business as expressed in its slogan, "Get the Government out of Private Business."

It was voted, on motion by J. A. Linderholm of Omaha, Neb., seconded by W. W. Manning, that the resolutions as read by Mr. Clement be adopted.

A resolution thanking the hosts and speakers was adopted.

**PRESIDENT BUTLER:** We have an excellent report from Mr. Goemann, Chairman of the Transportation Com'te with some other reports. A motion to place these reports in the records of the meeting will be in order.

It was moved by Mr. J. H. Caldwell, seconded by Mr. Hankerson, that this be done. Carried.

Among the papers so inserted in the record is the following report of the Transportation



Left to right: Director L. H. Connell, Denver; Asher Howard, Winnipeg; Geo. S. Colby, Houston; Sec'y Fred K. Sale, Indianapolis.

Com'te by HENRY L. GOEMANN, Chairman, Mansfield, O.

### Transportation Com'te Report

Your Com'te, as usual, has had considerable routine work during the year on many phases of transportation subjects, in which our members were interested. There are a few subjects before the carriers which have not been definitely decided so that no final report can be made, but, I desire to state that the subjects are kept alive.

You no doubt are familiar with the final outcome of the subject "Rules governing stopping-in-transit of freight to complete loading or partial unload."

The amended rules became effective May 1, 1931, through tariffs published by the carriers, the charge for each stop-off being \$6.30 per car per stop, stop-off not being permitted on bulk grain, and such commodities as are loose or in mass and must be shoveled, scooped or forked in the handling.

The "Without Recourse" clause on a B/L was brought to our attention by a member of the Ass'n in California.

They stated that owing to the clause being in the B/L and executed by the shipper of corn who did not allow the full tariff rate from point of origin to final destination caused the railroad about two years ago to present corrected expense bills to them for the undercharges. The buyers refused to pay any more than the shipper had allowed them and took up the matter with the shipper who promised to adjust the matter with the railroads but failed to do so, and now the railroads demand payment from the consignee.

Under the law the consignee is liable for all legal freight charges during a period of three years and the signing of the "without recourse" clause relieves the consignor of his liability under the law to the carrier.

In view of the buyer having bought the grain delivered certain destination he should have been protected under his contract of purchase by the seller agreeing to refund to the buyer the amount of the undercharge.

The "without recourse" clause is desirable so as to prevent carriers giving credit to consignee when his failure to pay would result in compelling the consignor to pay the freight unless he was protected by the above clause. We, therefore, believe the Trade Rules Com'te should amend the trade rules to protect the buyer.

An important subject is now before the carriers operating in Eastern territory which may affect many grain dealers, millers and feed manufacturers who operate under transit and also shippers who reconsign in transit.

**Circuitous Routing.**—On June 9, 1931, the Interstate Commerce Commission addressed a memorandum to the Public in regard to Rule 4-K of Tariff Circular 20, specific routing in tariffs, due to a decision of the United States Supreme Court in *Great Northern Ry. Co. v. Delmar Co.* rendered May 25, 1931. The above rule of tariff construction applied by the Commission arising in *Delmar Co. v. Great Northern Ry. Co.*, 120 I. C. C. 530, was reversed upon the ground that the application of rates published by the Great Northern Railway over the more circuitous of two available routes of that company would have resulted in violations of the long-and-short haul provision of section four of the Interstate Commerce Act.

Your chairman has taken the position that the Supreme Court did not attempt to outlaw all circuitous routes when such routes may appear in ordinary competition between different carriers, but only in cases where a carrier has two available routes, one of which is considerably longer and indirect than the other and violates the long-and-short haul clause.

Possibly my letter to Mr. E. Morris, chairman Central Freight Ass'n, written on July 6th, may be of interest and I am quoting it here:

"In your letter of June 22 you wrote that the subject of Routing Tariffs covering specific routing on all shipments will be considered by C. E. A. roads representatives when they convene in Chicago about July 7. Therefore, I wish you would please submit this letter to the com'te for their consideration.

"I beg to call the attention of the Com'te to the following resolution adopted by the Indiana Grain Dealers Ass'n and the Ohio Grain, Mill and Feed Dealers Ass'n, also the Michigan Grain, Feed and Hay Dealers Ass'n, which resolution is endorsed by our Ass'n (Grain and Feed Dealers National Ass'n):

"WHEREAS: We note with considerable concern the issuance by the carriers of the Central Freight Ass'n routing tariffs to cover all shipments from and to points in Central Freight Ass'n and the possibility that routing tariff may supplant those of Agent Jones to Trunk Line territory.

"This will create a hardship on the shippers of grain and mill products whether at country stations or at transit or reconsignment points.

"THEREFORE, be it resolved we ask our transportation com'te to protest with the carriers against their adopting routing covering the movement from point of origin to final destination; but instead have tariffs read that the rates apply via all routes made by use of the lines of the carriers parties to the tariff, except that when rates published by carriers, the more circuitous of two available routes of the carriers would have resulted in violations of the long-and-short haul provision of section four (4) of the Interstate Commerce Act."

"In addition to the above resolution our Ass'n would like to add the following:

"In view of the above resolution it is requested that the individual carriers apply for permission from the Interstate Commerce Commission to continue the use of specific circuitous routes such as well enable such railroads to compete for business, retaining the present competitive conditions; also protecting the investments in plants of the various lines of business which operate under transit or fabrication rules, and of business and farm organizations doing reconsignment business.

"So as not to violate the long and short haul clause of the Transportation Act, the Interstate Commerce Commission be requested by the carriers to issue such 4th Section permissions as may be necessary to facilitate such routing."

The carriers are now conferring among themselves and we hope to have an early report as to what rules and regulations they will publish in their tariffs.

Bert Dow, Davenport, Ia., read the report of the Nominating Com'te, as follows:

For Pres.: Hugh A. Butler, Omaha, Neb.; First Vice-Pres.: George E. Booth, Chicago; Second Vice-Pres.: Mr. W. W. Manning, Ft. Worth.

Directors for a term of two years: E. A. Boyd, Spokane, Washington, representing the Pacific North West Grain Dealers Ass'n; F. A. Theis, Kansas City, Mo., representing the Kansas City market; Harry Kearns, Amarillo, Tex., representing the Panhandle Grain Dealers Ass'n; D. B. Kevil, Sikeston, Mo., representing the Missouri Grain Dealers' Ass'n; O. F. Bast, Minneapolis, Minn., representing the Minneapolis market; W. J. Edwards, St. Louis, Mo., representing the St. Louis market; L. M. Swift, Lansing, Mich., representing the Michigan Grain, Feed & Hay Dealers Ass'n; A. H. Hankerson, San Francisco, Cal., representing the San Francisco market; James H. Gray, Springville, N. Y., representing the New York State Hay & Grain Dealers Ass'n; R. W. Kent, of East Providence, R. I., representing the New England territory; L. H. Connell, Denver, Colo., representing the Colorado Grain Dealers Ass'n; Leo Flanagan, Milwaukee, Wis., representing the Milwaukee market; C. D. Sturtevant, of Omaha, Neb., representing the Omaha market; Carl J. B. Currie, Boston, representing the Boston market and the New England territory, and R. M. Clagett, Snohomish, Washington, representing the Feed Dealers Ass'n of Washington.

There are two directors to be elected for a one-year term, and we nominate T. B. King, of Central City, Neb., representing the Nebraska Grain Dealers Ass'n, and Mr. Sam Mason, of Sioux City, Iowa, representing the Sioux City market.

It was voted on motion by Mr. Linderholm, duly seconded, that the report of the Nominating Com'te be accepted as read, and that the men named be elected.

**PRESIDENT BUTLER:** It was somewhat of a task to one as inexperienced as I am to successfully handle the affairs of the Ass'n during the past year. What success we have attained has been the result of the work and efforts of those who have been working industriously in the affairs of the organization for several years back.

I think I can speak for those others who

have been re-nominated and elected by saying that it is only with the assistance that we have had in the past that we can undertake the work of the future. Frankly, I believe that this is going to be the most important year in the history of the Grain Dealers' National Ass'n, and one year above all others when we should work together harmoniously for the one result desired, that is, to get the Government out of private business. On that basis, we will endeavor to go ahead another year and endeavor to do the best we can for you.

**MR. BOOTH:** Mr. President, I am overcome. I want to say that this has certainly been a most enjoyable convention. Houston has certainly given us a hot time. The lack of numbers has been fully made up by the quality of the attendance. It would seem to me that under the wonderful leadership of Mr. Butler—I say that advisedly, not just to say something complimentary—we have developed an interest that will certainly be a power.

Our President has taken a keen personal interest in the momentous questions that our association has before it. He has given of his time and thought unstintedly. I don't know that all of you know that he has made trips repeatedly to other terminal markets, recently visiting the Pacific Coast, and has, I am told by people here from those other terminals, made a most favorable impression for our ass'n, and has strengthened our organization.

I feel that our history-making principles expressed by our members whom he has visited occasionally, and our proceedings will go out to our membership with, I am sure more interest than we have had for many years. I know that a great many of our members who were unable to attend this convention will read these proceedings and find in them their own expressions and the best kind of support for the work we have to do in our program of showing up the Government as a failure in its attempt to benefit agricultural and the allied industries.

I can only say that I feel that this convention, while not largely attended, because of the great distance and the flat pocket-books, has been a real success, and it has certainly been a pleasure for me to be here. (Applause.)

**MR. BEN CLEMENT:** I have never felt that I had the qualifications for a time-killing speaker. I am sorry the Governor did not get here. I have looked forward to hearing and seeing him. I sincerely hope that he will be here soon, so you will see and hear the man you want.

**C. D. STURTEVANT:** I have never yet seen a president that was so enthusiastic and gave so much of his time and money for the interest of the association. I think we are very, very lucky to have a man who is so deeply interested in the work and who can give so much of himself to it.

**MR. BOOTH:** On the night of Nov. 10 the Chicago Board of Trade will have a banquet to which all of you men are invited as my guests.

**Board of Trade Banquet Nov. 10.**—The main speaker at that banquet will be Congressman Beck, who, you know is a strong Republican advocate of getting the Government out of private business. He has made a study of the case, and he is prepared to battle for not only this Ass'n, but for the welfare of the country. He has expressed himself freely in the press during recent months, and he was appointed to Congress with the avowed intention of trying to show up the fallacy of government operation in business. Therefore, we have Congressman Beck engaged for the night of Nov. 10, and

the Chicago Board of Trade has secured an hour on the air for his speech through the National Broadcasting Corporation. We expect to have it well advertised all through the country, so that Congressman Beck knows what we are going to do and will be prepared to give a message to the nation on this momentous question.

One of the preliminary speeches will be by Mr. W. L. Clayton, a cotton man from this city, I believe.

**PRES. BUTLER:** I am going to take the liberty of announcing that O. F. Bast, of Minneapolis, is the golf champion.

**MR. BAST:** I came a long way to win that cup, and I assure you it was worth it. It was worth a great deal to play on that wonderful course you have here.

Adjourned *sine die*.

### G. & F. D. N. A. Convention Notes

FROM DALLAS came J. C. Crouch, O. A. Grubb and G. H. Rogers.

ST. JOSEPH sent A. R. Taylor of Stratton Grain Co., and H. L. Dannen.

LOUISIANA sent R. G. Lamkin of Lake Charles, and G. H. Deckert, Berwick.

KANSAS representatives included W. C. Fuller of Hutchinson, and F. A. Derby, Topeka.

MINNEAPOLIS representation included Otto F. Bast, P. R. McCaul, A. F. Evenson, and P. P. Quist.

THE EXECUTIVE Com'te was reappointed, with Fred E. Watkins, of Cleveland, O., chairman.

Many of the delegates made the occasion an outing, driving long distances and bringing their wives along.

TOM SHAW of Galveston was serving on a jury, and was missed by the many who have enjoyed his hospitality.

SIOUX CITY was represented by S. P. Mason, who came down with the Omaha group and brought Mrs. Mason with him.

OKLAHOMA was represented by Jess Langford, R. E. Garber, B. J. Rhodes, and G. C. Rhodes, Enid, and C. T. James, Gage.

FROM GALVESTON came Julius W. Jockusch, K. G. Baertl, H. F. Johnson, H. J. Krahn, V. H. Davison, Mason Webster and Erich B. Reiner.

RAILROAD representatives included R. C. Jordan of the Illinois Central, and C. A. King of the Western Weighing & Inspection Bureau, both of Chicago.

BLOTTERS showing the Western Maryland Railway Co.'s 4,000,000-bu. elevator at Baltimore were distributed by H. W. Feemster, manager and superintendent.

The **Houston Port Register**, official organ of the Port Bureau, carried a story on its terminal elevator in its last number, which was freely distributed about the convention.

Insurance was represented by C. R. McCotter of the Grain Dealers National Mutual Fire Insurance Co., and Mr. Knight of the Texas Millers Fire Insurance Co.

ST. LOUIS representatives included C. B. Rader, sec'y of the Merchants Exchange; A. H. Beardsley, Arthur Kilz; Jas. M. Adam of Anheuser-Busch; and J. H. Caldwell.

J. V. Neuhaus and Geo. S. Colby were among the earliest birds on the local "Welcoming Com'te," staying on duty all day Sunday to make the early arrivals feel at home.

ASHER HOWARD, from Winnipeg, Can., found many friends at the convention and made many more by his intelligent analysis of the political situation affecting the grain and cotton business.

Attendance was greater than expected, which made up a pretty good crowd. While Houston is tucked off in a corner of the grain country, the trip afforded delegates an excellent opportunity to make business calls along the way, which is just what many of them did.

Several of the delegates laid their plans to include a trip thru the citrus fruit districts in the Rio Grande Valley and San Antonio after the convention ended. Several more included a boat trip to Cuba, to see how sugar is made and smoke a few genuine Havana cigars.

MRS. WALTER MOORE, Covington, Ind., is a harmonica player. At the San Jacinto Inn fish dinner she was called upon to demonstrate her talents, which proved so good that she came in demand the following evening by KPRC, the broadcasting station of the Houston Post Dispatch.

THE FORT WORTH group included Leo. Potishman of Transit-Grain & Commission Co.; Jule G. Smith of Smith-Ingram Grain Co.; Carl Ferguson, of Rosenbaum Grain Corp.; K. R. Smith, W. W. Manning, R. T. Dorsey, G. E. Blewett, C. M. Carter, and V. L. Nigh, Chief Grain Inspector.

THE KANSAS CITY delegation included Frank A. Theis, of Simonds-Shields-Lonsdale Grain Co.; R. A. Kelly of Norris Grain Co.; E. R. Jessen of Uhlmann Grain Co.; R. A. Jeanneret of Moore-Seaver Grain Co.; G. A. Johnson of Wolcott & Lincoln, Inc.; W. W. Marshall, J. C. Brackett, and C. W. Riley.

CIGARS, market quotations, and gossip were provided at the wire office of Jas. E. Bennett & Co., set up in the lobby at the entrance to the convention hall. Its activities were in charge of Wm. R. Craig, Wayne Reeves, and Bob Clasbey. The Bennett wire carried the news of the convention election results.

CHICAGO representation stopped off at Kansas City on the way down, and joined the group from that market. It included Geo. Booth, Lamson Bros. Co.; Roland McHenry; J. C. Murray, Quaker Oats Co., pres. of the Board of Trade; L. T. Sayre, Rosenbaum Grain Corp.; and J. A. Schmitz, Chief Weighmaster, and Jack A. Benjamin.

AMONG the supply trade representatives present were V. L. Fulkerson of the Sunflower Chemical Co.; Vic Jay of the National Oil Products Co.; Gus Ackerman, G. H. Deckert, Edmund Pincoffs and W. A. Coole, oyster shell; A. B. Osgood, the Day Co.; C. H. Waldmann, bags; Pierre Blommers and Dan Sheets, H. H. Robertson Co.

FRED K. SALE, sec'y of the Indiana Grain Dealers Ass'n, Indianapolis, and Mr. and Mrs. Walter Moore, Covington, were some representatives from the Hoosier state. Fred Sale also represented the National Hay Ass'n, of which he is sec'y, and visited the hay men of the Southwest and South on his way to and from the convention.

OMAHA had about the biggest delegation of any one market. Perhaps it was because almost every delegate brought his wife. Included were J. A. Linderholm, Crowell Elevator Co.; R. E. Miller, Frank C. Bell, H. A. Butler, J. T. Buchanan, C. H. Wright, C. D. Sturtevant, O. E. Harris, Frank P. Manchester, H. R. Clark and O. H. Gibbs.

MENTION of representatives from distant points should include H. W. Feemster, Baltimore; Mark Steele, Buffalo; F. E. Watkins, Cleveland; L. H. Connell and A. W. Durrin, Denver; Bert Dow, Davenport, Ia.; Jos. Browder, Fulton, Ky.; H. L. McIntyre, Seattle; A. H. Hankerson, San Francisco; John C. Huffman, Shelbyville, Tenn.

SOUVENIRS included nail-shaped pencils by Transit Grain & Commission Co.; bullet-type pencils by Blewett Grain Co. and C. M. Carter Grain Co.; regular pencils by Jas. E. Bennett & Co.; pocket lighters from J. C. Crouch Grain Co.; combination bottle-openers and spoons from the Great Western Elevator Co.; matches from the Stratton Grain Co. and Blewett Grain Co.

MEMPHIS made a strong bid for the next convention. Bob Larson of its Chamber of Commerce, and Chas. G. Robinson of its grain trade, were prominent in their exhortations. Memphis "Bells," painted a bright and gleaming red, appeared at the banquet tables Tuesday night, and the name of the city appeared on almost every coat lapel in the form of a celluloid tag or a small pennant, attached by one of two charming ladies that kept Memphis headquarters at the registration table.

TEXAS inland port, and country points other than those mentioned elsewhere, sent W. E. Colley, Amarillo; N. H. Culpepper, Beaumont; W. C. Cates, Floydada; D. E. Hawk, Jr., and T. E. Acker, Jacksonville; R. L. Cole, Krum; J. M. Crouch, McGregor; A. Liebscher, New Braunfels; Phil Grotevant, Port Arthur; R. A. Chapman, Jr., Snerman; Frank H. Snell and H. B. Davison, Sugar Land; Douglass W. King, J. F. Shamley and W. H. Killingsworth, San Antonio; A. C. Benson and Frank J. Kempe, Texas City; R. E. Wendland, Temple; J. J. Fite, Wichita Falls, and Ben E. Clement, Waco; F. B. Moore, Hamlin.

LADIES among the visitors were Madams Frank A. Bell, Omaha, Neb.; R. A. Chapman, Jr., Sherman, Tex.; C. M. Carter, Fort Worth, Tex.; O. H. Gibbs, O. E. Harris and J. T. Buchanan, Omaha, Neb.; John C. Huffman, Shelbyville, Tenn.; R. C. Jordan, Chicago, Ill.; Julius W. Jockusch, Galveston, Tex.; A. F. Jay, Chicago, Ill.; E. R. Jessen, Kansas City, Mo.; C. A. King, Chicago, Ill.; Arthur Kilz, St. Louis, Mo.; J. A. Linderholm, Omaha, Neb.; R. G. Lamkin, Lake Charles, La.; F. P. Manchester, Omaha, Neb.; S. P. Mason, Sioux City, Ia.; W. M. Moore, Covington, Ind.; Chas. G. Robinson, Memphis, Tenn.; G. E. Rogers, Dallas, Tex.; C. D. Sturtevant and C. H. Wright, Omaha, Neb.; F. E. Watkins, Cleveland, O., and R. E. Wendland, Temple, Tex.

### Houston Entertains Visiting Ladies

With so many visiting ladies Houston put on a real entertainment for wives of delegates. This included a luncheon and bridge party at the River Oaks Country Club Monday afternoon, and another of the same at the Houston Country Club Tuesday afternoon.

Inbetween times there were sight seeing rides about the city, the shops and the shows. At the Seafood dinner at San Jacinto Inn, and the dinner dance at the Rice Hotel, it was the ladies who lent light and color to the gatherings of delegates.

### Dinner Dance at Association Headquarters

A dinner dance was held at the Rice Hotel Tuesday evening.

The diners enjoyed a pleasant repast of fried chicken with all the side dishes, relishes, cocktails and desserts that balance a banquet. While the dining was in progress an excellent baritone and pianist, and an orchestra, entertained.

Dinner over, the tables and chairs were cleared away and the ball room turned over to the music and the dancers. At various times during the evening, a generous supply of paper caps, serpentine and confetti was distributed among the guests.

## Houston Golf Tournament

Entertainment for the men on Monday and Tuesday afternoon was closely related to golf, many enthusiasts having brought their sticks for the annual tournament and its silver cups.

Both the Boston trophy, which has to be won three times in a row by the same party to remain as permanent property, and the Houston medal were taken by Otto Bast of Minneapolis, who brought in the low gross score, an 87.

A. V. Jay, Chicago, the "Nopco" man more popularly known as "Vic," took the Houston cup with a low net of 68, demonstrating that Chicagoans know how to shoot golf as well as gangsters.

## Boat Ride to San Jacinto Luncheon

The principal feature of entertainment Monday afternoon and evening was a boat ride down the Houston ship channel to San Jacinto Inn, where a seafood dinner was awaiting the delegates.

Two boats carried the delegates to the famous San Jacinto Inn, and a barker on each called attention to the industries that line the ship channel. The dockside of the Port Commission's huge concrete grain elevator was the leaving point, to which delegates were transported in busses. The elevator itself was an attraction about which many questions were asked.

Arrival at the famous San Jacinto Inn, named for the battle where General Houston tamed the pride of Spain, in the secession struggle of Texas before the Lone Star state became a part of the Union, was in time for a brief walk about the grounds for those who chose.

The sea food dinner was fully up to expectations. Shrimp and shellfish were placed before the diners in rich profusion. Recognizing that some folks might prefer inland food, there was likewise a plentiful supply of fried chicken.

Master of Ceremonies Pugh, of Houston, brightened the life of the party, calling for brief remarks from the convention's leading lights, and leading in community singing. He was aided and abetted by a local comedienne and musical saw artist.

Return to the convention headquarters was by bus.

THE OMAHA ASSEMBLY, so well represented at all National meetings, stole a lead on everyone else and made the large inn re-echo with the strains of "We're from Omaha," on several well-timed occasions, amid much applause.

GEO. E. BOOTH of Chicago, countered with the "Iowa Corn Song," the favorite that so startled the Bostonians in 1929, which selection was rendered in true corn-shocking fashion without the slightest evidence of corn.

MRS. WALTER W. MOORE, Covington, Ind., was officially first on the program, rendering three peppy harmonica selections, the last of which, "The Turkey in the Straw," nearly wrecking the inn from the stamping of feet. Mrs. Moore broadcasted over a Houston station the next night.

FRED K. SALE, cousin of "Chic" Sale, another Hoosier, was next called upon. Fred is Secretary of the National Hay Ass'n and the Indiana Grain Dealers Ass'n and took the trip to visit member hay dealers. In self defense he called on all other Hoosiers to arise.

THREE ROUSING CHEERS were next given Houston by the multitude.

MESSRS. A. H. HANKERSON, San Francisco, Calif.; O. A. McIntyre, Seattle, Wash.; Asher Howard, Winnipeg, Man.; Mark Steele, Buffalo, N. Y., and H. W. Feemster, Baltimore, Md., were next intro-

duced in turn as the visitors from the greatest distance in their respective directions. James C. Murray, President Chicago Board of Trade, and vice president Quaker Oats Co., was also asked to arise.

AL TAYLOR of St. Joe, Mo., was scheduled to sing, but even bombs under his chair failed to move him to song. Frank A. Theis, President Kansas City Board of Trade, was credited with revealing Al's vocal accomplishments.

A COMEDY SKIT involving Fred Watkins of Cleveland, Ohio, H. A. Butler of Omaha, Nebr., and Frank Theis, Kansas City, brought much applause. The well coached actor finished his embarrassing act with one-string-violin and musical saw selections.

COMMUNITY SINGING by everyone, including such songs as "Sweet Adeline," "Let Me Call You Sweetheart," "Sidewalks of New York," "Sweet Rosy O'Grady," "Till We Meet Again," etc., finally influenced Al Taylor to sing, much to the delight of the crowd. And so far into the night, grain men sang, even en route home, and then some.

Many in the grain trade and high in the counsel of business and economics came forward and offered us good advice, and W. M. Jardine, former secretary of agriculture and, I believe, a Kansas citizen at that time, came to our office in the Mayflower Hotel and said wheat would be \$1.75 per bushel by the next June. We pegged wheat at \$1.25 a bushel, it was \$1.35 then. We tried to be conservative, but Jardine and we were all poor guessers, as you all have found out.—W. F. Schilling, Farm Board member.



E. A. Boyd, Spokane, Wash.  
Director, Grain & Feed Dealers National Ass'n

## Politics and the Grain Trade

[Continued from page 449]

thoughtful publications, and in discussions among agricultural economists, one question is being asked with greater frequency. It concerns the actual need of a Farm Board when we now have a very extensive Department of Agriculture whose chief concern is the welfare of the farmer. This Department is staffed by 25,000 persons. The sum of \$177,580,581.10 was appropriated to the Department for the fiscal year 1930. It is larger than the combined departments of agriculture of Germany, England, Italy, France, Norway, Sweden, Denmark and half a dozen other European countries. It is inconceivable that such a department, built up, expanded and manned by so huge a staff, is unable to provide the best information and aid that the American farmer can properly expect. The feeling seems to be growing that under the Department of Agriculture, assisting the normal marketing facilities, acquired through a century of construction, the American farmer would be infinitely better off than he has been since the age of bitter experimenting began ten years ago.

At any rate, no event of recent years has constituted such a departure in government as the collecting of taxes from one man to hand over to his competitor in business in the manner heretofore described.

**Pooling Not a Guaranty of Prosperity.**—Experience has taught us that sound management of co-operative marketing is not a dependable assurance of agricultural prosperity. Notwithstanding the complete financial collapse of the Canadian Wheat Pool's marketing machinery, the honest intent of the management and the ability of its operating staff have never been questioned. Co-operative marketing must be handled as any successful grain business is handled, on a strictly competitive basis, avoiding the pitfalls of business error or the carrying over of surplus crops.

**What should we demand of our federal government?**—First, that the government should discontinue for good and all, directly or indirectly, the merchandising of commodities; second, that in its efforts to assist the farmers such advances as are made to co-operative organizations should be limited to a constructive program of education in organization and business principles; third, that loans should be made only at reasonable banking rates on a normal banking credit basis.

The grain trade, like the cotton trade and the farmer, has been the victim of politics and politicians. Of one thing we can be certain. As individuals we have been negligent in dealing with politics and politicians.

**What are we grain men going to do about it?**—Let us remember that few of our political representatives who are required to vote on these questions have any practical knowledge of the problems involved. I know that many of our representatives are honestly doing that which they believe to be for the best, but because of lack of knowledge they are influenced by the highly colored theoretical arguments advanced in propounding legislation. Each of you grain and cotton men live in the district of a congressman and a senator. Let each one of you make it a point to see that your representative is made acquainted with the operation of your individual business, with its ramifications in buying, carrying, hedging, and distributing, so that he may have some basic facts on which to separate the wheat from the chaff.

**The grain trade has no political lobby** and no funds with which to protect itself from the unfair deductions that frequently form the basis of political attack and the attempts of bureaucratic departments to further entrench themselves in the federal payrolls. Each man should constitute himself a guardian of the service to the community that is a necessary part of the prosperity of the nation, and to that end should see that so far as his district is concerned there should be no danger of his representatives voting without knowledge.

By service we have lived—on our record of service we stand.

**Loans to farmers co-operative marketing** ass'ns from the federal intermediate credit banks, organized to make loans on commodities, aggregated \$51,478,914 outstanding Sept. 1, against \$55,364,815 a year ago. Cotton loans were \$17,677,528, against \$39,991,868 a year ago, the law limiting loans to 75% of the market value. Loans on wheat and other grain increased from \$2,261,768 on Sept. 1, 1930, to \$15,131,318 on Sept. 1, 1931, indicating that the intermediaries are carrying more than 14 times as much grain as a year ago.

# Weighmasters and Superintendents Recommend Weighing Equipment

The 14th annual convention of the Terminal Grain Weighmasters National Ass'n met at the Rice Hotel for two sessions. The first was held Monday morning Oct. 12; the second was a joint meeting of the weighmasters and the Society of Grain Elevator Superintendents, conducted Tuesday afternoon, Oct. 13, whereat discussion was centered on the weighing equipment of terminal elevators, and recommendations adopted covering its installation in new terminal elevators.

## Monday Morning Session

The first session, over which Jos. A. Schmitz, Chief Weighmaster, Chicago, presided, listened to the reading of the minutes of last year's meeting and the treas.'s report, by Harry R. Clark, Chief Weighmaster, Omaha. The report was approved.

P. P. QUIST, Minneapolis, discussed his 31 years of experience as Weighmaster for Minnesota, demonstrating the great improvement in accuracy of weights that has developed between markets, and the confidence in terminal weights that has been established among shippers. We take the following from his address:

SEC'Y H. R. CLARK, Omaha, read a letter from Pres. M. H. Ladd, Milwaukee, who expressed regret at his inability to be present, the 2nd meeting he has missed in 14 years.

**ELECTION:** Last year's officers of the organization were unanimously re-elected. They are M. H. Ladd, Milwaukee, Wisc., pres.; H. A. Juneau, Superior, Wisc., vice-pres.; Harry R. Clark, Omaha, Neb., sec'y-treas.

**CHAIRMAN SCHMITZ**, acting for the ass'n, presented P. P. Quist with a beautiful, gold-headed, ebony walking stick, engraved with the initials of the receiver, the year, and the ass'n letters. He called attention to Mr. Quist's 31 years of service, his active interest in improvements of weights, his work in behalf of the ass'n, and his intention to retire on the 1st of January.

A motion was passed, following Mr. Quist's response, making him an honorary member of the ass'n for life.

Adjourned to Tuesday afternoon.

**MONDAY'S LUNCHEON:** The usual attractive luncheon was enjoyed by the Weighmasters Ass'n, Monday noon, where experiences in weighing and in the business life of the members, were traded across the table. Fried chicken was the principal item on the bill of fare and was thoroly enjoyed by every delegate.

## Tuesday Afternoon's Session

Weighmasters and terminal elevator superintendents met in the Rice Hotel for the 2nd session of the Weighmasters Ass'n. Animated discussion over recommendations to be made by the joint ass'ns, covering installation of hopper scales and weighing facilities at new terminal elevators, was led by J. A. Schmitz and Harry R. Clark, of the Weighmasters, and A. C. Benson, Texas City, Tex., and H. W. Feemster, Baltimore, Md., of the Superintendents organization.

MR. SCHMITZ called attention to Circular No. 199, U. S. Bureau of Standards, covering weighing facilities, and suggested that builders of new terminals give careful consideration to those recommendations in addition to those in the circular.

The following recommendations met with the approval of both associations, and will be

brought to the attention of builders as well as of the membership.

## WEIGHING EQUIPMENT RECOMMENDATIONS

### SCALES

1. Built to meet requirements of circular Number 199, U. S. Bureau of Standards.
2. It is recommended that the capacity of scales be not less than 2,500 bushels.
3. Weighmaster's scale house must be located so as to afford a full view of all scale weighing beams. Also Weighmaster's house must be equipped with heating facilities.
4. Provisions must be made for the suspension of weights from scale frame in compliance with Circ. No. 199, U. S. Bureau of Standards.
5. 12,000 lbs. of standard test weights.
6. Adequate provisions for signal system between the work floor and the scale floor, also adequate telephone service.
7. Out scales must be equipped with a bell or horn, telephone and signal lights. The signals both up and downstairs must consist of a red and a green light, these lights will be operated with a switch that will automatically turn off the red lights up and downstairs when the green lights are turned on up and downstairs. The horn or bell to be used as an emergency signal to shut off grain. The telephone to be used as a means of checking rotation of cars and their correct numbers.

On In-scales where interlocking levers are not used, the electric light signals must be the same as Out-scales.

On In-scales where interlocking levers are used the following signals must be installed: On the scale floor in front of each scale there shall be a red and a green light, on the steam shovel stand at each unloading sink there shall also be a red and a green light, and in front of each interlocking lever there shall be a red, a green and a white light. The red and green lights must be connected with the interlocking device and will function as follows: When the interlocking lever is operated to open unloading sink number one, a red light will appear at the steam shovel stand at sink number one, at scale number one, and at the interlocking lever. This red light informs all concerned that unloading sink number one is open, lights at all other unloading sinks and unloading scales will show green. The white light in front of the interlocking lever is independent of the interlocking system, and is flashed on with a switch by the weighmaster on the scale floor and indicates that the garner is empty and closed.

8. Where unloading legs serve one or more garners, provision should be made for the safe delivery of grain to intended garner.

9. Cleaning facilities should be provided for loops, bearings and other working parts of scales and where compressed air is available it should be piped to the scale floor.

### UNLOADING SINKS

1. Unloading sinks should have a capacity of at least 3,000 bus., and be equipped with some mechanical device to remove grain doors.
2. The bottom of unloading sinks shall be so formed that "V" valleys will be eliminated, this is to insure the prompt discharge of grain when the slides are opened. Unloading sinks must have an angle of not less than 45 degrees, and where possible, 55 degrees, and when made of concrete they must have a steel trowel finish.
3. All unloading sinks must be provided with a permanent electric light, the operating switch to be located on or near the steam shovel stand. This light must be placed under and suspended flush with the rail support in order that grain falling from a car will wash the light globe.
4. Where conveyor belts are serving more than one unloading pit, the slides must be protected with interlocking devices and electric light signals that will automatically indicate in front of the hopper scale, at receiving pit and at interlocking lever, that the slide is open.
5. Where conveyor belts are used to carry grain from the sinks to the leg, a strip of belting should be anchored to the side or the frame of the unloading sink and hang flush with the top of the conveyor belt. This will prevent grain from splashing off.
6. The end of conveyor belts discharging into the leg should be protected by the head pulley being inserted the full width of the

pulley into the hopper of the receiving leg to catch grain and chaff that drips over.

### SCALE HOPPERS

1. Hoppers should be rigidly built to prevent buckling or bulging when hopper is loaded to capacity.
2. At least six inch clearance should be provided between hoppers and walls or adjacent hoppers.
3. Hoppers should be provided with door and also plate glass window for inspection purposes.
4. Ample clearance should be provided between hopper and sub-hopper or revolving spout.
5. Hoppers must be provided with vents running to top of garner. These vents must be large enuf to take care of air displaced by grain falling from the garner.
6. The bottoms of hoppers should be so formed or the valleys so filled, that sharp "V" valleys will be avoided in order that all grain will readily discharge when slides are opened. All fastenings should be counter-sunk flush with the inside.
7. The scale frame must be riveted, also where the scale frame is fastened to the scale hopper rivets must be used.

### GARNERS

1. Garners should be built with a capacity to accommodate the largest load.
2. Garners must have an iron ladder built on the inside wall running from top to bottom to permit cleaning and inspection.
3. Where grain discharges into the garner, iron bars must be set in the top of garners to catch occasional buckets which have broken away from the leg belt.
4. A permanent electric light with a drop cord extension must be provided at the top of each receiving garner. The purpose of this permanent light is to facilitate inspection of the garner's interior.
5. Where indirect suction is used on top of the garner, it shall be placed as far as possible from the discharge of grain from the leg, and must be provided with a trap and a sliding valve that can be sealed.
6. The bottom of garners shall be so formed that no "V" valleys will be present, and all grain will discharge readily when slides are opened. The bottoms of garners must have an angle of not less than 45 degrees and 55 degrees where possible and when made of concrete they must have a steel trowel finish.
7. Loading spouts should run directly to the car without passing through any house bins. If a loading spout should pass through house bins, then the spout must be welded in. Where cars are loaded over pits, coverings must be provided.
8. A downstairs tallyman's house must be provided on the work floor with a telephone or speaking tube connected with the tallyman's house on the scale floor. Tallyman's house must be equipped with heating facilities.

### ELEVATOR TRACK SHED

1. Unloading sheds must have a full concrete mat under same to facilitate the picking up of grain caused by leaks or spills.



Chairman J. A. Schmitz, Chicago, Ill.

2. Where all loading is done under a separate shed, a concrete mat must be laid at both sides, both ends and underneath the car to facilitate the picking up of grain either spilled, leaking or blown out the ends of cars which have openings next to the roof.

3. End doors shall be provided for unloading sheds to keep snow and rain out of scale pits.

4. Passenger or belt elevators must run from the basement floor to garner floor. This is necessary to insure a prompt inspection of boots, conveyor belts and garner, when cars are short from the shippers weights. Belt elevators are preferable to electric elevators, as they expedite the inspection of conveyor belts and garner.

#### DUST COLLECTION

Indirect suction may be installed (1) on top of garner. Direct suction is recommended (2) over boots, and (3) over sinks where a car dumper is used.

Points numbers 1 and 2 must be provided with inspection traps with pipes running back to the grain, also valves or dampers to regulate the volume of suction. These valves must be sealed after the suction has been properly regulated.

Suction on garner must be placed as far as possible from the point where the grain is discharging into the garner.

The pipes from the aspiration point to the traps must be seven inches in diameter and the suction over top of the boot must be at least 36 inches above the pulley of leg.

The suction on sinks where car dumps are used is so far from the grain that there is no need of inspection traps or valves.

Vents are recommended from top of leg to roof of elevator.

#### GARNER TELL-TALES

Included in the discussion was a recommendation that all receiving garner over scales be equipped with grain sounders, so the scale man might have positive, yet time-saving assurance when the garner had drained completely into the scale hopper.

Present forms of the sounders were not looked upon as satisfactory. A wood block, striking against the valve when the receiving garner was empty was satisfactory when garner had but one opening, but now garner with 9 openings are common and some with 16 openings are in use.

It was felt that members of both ass'ns should seek to devise a satisfactory signaling system for the weighman that would tell when a receiving garner is completely empty. Some thought it might be done electrically.

JOS. A. SCHMITZ, Chief Weighmaster at Chicago, was appointed to lead the correspondence in development of a satisfactory system, and members of both ass'ns were urged to send him all information they could acquire to this end.

PIERRE BLOMMERS, Pittsburgh, Pa., manager of the Ventilation Department of the H. H. Robertson Co., showed a moving picture reel of tests with an elevator leg, equipped with safety valves and a specially designed ventilator to relieve built-up pressures and prevent dust explosions. These tests, conducted under the auspices of the Society of Grain Elevator Superintendents and the U. S. Department of Agriculture, were successful in their search for lower dust explosion hazards, created dust explosions spending themselves thru the ventilator at the top of the leg. A discussion of these tests appeared on page 38 of the July 8 number of GRAIN & FEED JOURNALS.

The Weighmasters meetings were adjourned *sine die*. Other discussions were to come before the Superintendents in following sessions.

A \$50,000,000 loan has been negotiated by the Grain Stabilization Corporation from leading banks of New York and Chicago, partly to refund at a lower rate of interest.

The Corn Industries Research Foundation has been formed to succeed the Associated Corn Products Manufacturers, and will be headed by Dr. H. E. Barnard, with offices at Chicago.

## Weighing Scales Require Greatest Care

By J. A. SCHMITZ, Chicago Board of Trade Weighmaster, before Terminal Grain Weighmasters National Ass'n, at Houston, Tex.

I am glad of this opportunity to reiterate some of the truths regarding scales; truths that need frequent repetition in order that weighing machines receive the attention that their importance in our industrial transactions warrant; for, be it remembered, weighing scales are among the most delicate of mechanical appliances and that they accordingly require the greatest care.

Into the design and construction of the modern, accurate, quickly-operated scale the manufacturers have put all of the technical, practical, mechanical knowledge available to the end that construction and installation costs would be justified by accuracy, dependability and utility as delivered by these modern scales.

Real progress in so far as the labor required to perform weighings began when the multiple lever was first used. By the use of the multiplying lever it was no longer necessary to lift onto the scales weights equal to the commodity to be weighed. With the further advent of the "compound lever system" the labor of weighing was still further reduced until now a comparatively small weight (poise or hanger weight) is needed to bring a heavy load into equilibrium.

Yet, by the application of the multiple lever system, errors slight in themselves, are vastly multiplied and so at times become ruinous to all computations. For example in a scale where the compound lever system reaches a ratio of 1,000 to 1 (the usual ratio in large grain hopper scales) an error of seven grains in the weight of a "hanger weight," would result in an error of one pound in the weighing. Similar multiplied errors, though varying in size, result from deviations in the weight of the poises or hanger weights of motor truck, railroad track scales or any other scale where the multiple lever system is used. This is one of the hazards we assume when we accept the mechanical advantages of the multiple lever system. For this advantage we must pay a certain price and that price is care, maintenance, and maintenance includes, a periodic test of the scale to assure and to prove its accuracy.

**Ignorance and Carelessness.**—While we may grant the honest intentions of those who record the verdict of the scales we find an inconceivable ignorance of their mechanism and also an inexcusable carelessness in their maintenance. Scales are probably as much abused as any mechanical contrivance in the hands of the layman; once in

place they are supposed to take care of themselves for their errors are not as evident as those of the neglected clock nor do they balk as does an abused motor car.

**Correct selection and proper installation** of scales are obviously of vital importance. Correct selection means the choosing of a scale of good manufacture, of ample capacity—one that exactly fits the needs. Proper installation means the locating of the scale where it will be free from needless abuse and where conditions are conducive to long life. By no means is it advisable to purchase a scale of insufficient capacity nor is it economy to buy a scale that has nothing but its cheapness to recommend it. Similarly is it wasteful to install a scale where rapid deterioration is to be expected. Scale parts are constructed of ferrous metals and rust is their chief enemy. A wet pit hastens the destruction of scales and thereby endangers their accuracy and shortens their life.

A suitable scale, correctly located, properly installed, carefully looked after and periodically tested by a proficient scale man with a sufficient number of standard test weights will pay the owner handsome dividends—in freedom from controversies; in preventing losses from inaccurate weights and in actual "Scale Service" per dollar spent.

Argentina is reported as negotiating with Brazil to trade 150,000 tons of wheat for 100,000 tons of Brazilian rice. Evidently our Farm Board has become weary of barter.

The embargo on wheat imports into Mexico has been lifted, except that permits are necessary on shipments originating in Missouri, Kansas, Arkansas, Tennessee, Illinois, Indiana, New York, North Carolina, California, Washington and Oregon.

New directors of the Farmers National Grain Corporation elected to succeed J. J. Knight and W. J. Kuhrt are L. J. Taber, Columbus, O., master of the National Grange, and J. F. Cordeal, of McCook, Neb.

## Chief Grain Inspectors National Ass'n Elects Officers

A brief session was held by the members of the Chief Grain Inspectors National Ass'n Tuesday afternoon, Oct. 13, in the Rice Hotel, to elect officers. Harry R. Clark, Omaha, presided.

Thirty-eight ballots placed in office for the ensuing year, John Frazier, Philadelphia, pres.; Frank B. Tompkins, Peoria, vice pres.; Paul Larson, Sioux City, sec'y-treas.

Adjourned *sine die*.

## The Society of Elevator Superintendents Was Also in Attendance



Left to right: A. C. Benson, Texas City; R. E. Garber, Enid, Okla.; C. A. King, Chicago; C. W. Riley, Kansas City; H. W. Feemster, Baltimore; Phil A. Grotevant, Port Arthur, Tex.; V. L. Fulkerson, Kansas City.

## Improvements in Weights and Weighing Facilities

By P. P. Quist  
State Weighmaster, Minneapolis

Nowhere in the United States have people been so overfed by political agitators, and so called reformers as in Minnesota and North Dakota.

It was political agitation that brought about the law creating the State Inspection & Weighing Service in 1885, which had been until then under the supervision of the Chamber of Commerce. The State service worked very satisfactorily for several years until the governor, making appointments to reward political service, caused disruption. Then each change of governor disrupted the service until it became necessary to reorganize the grain department.

The legislature of 1900 passed a law which removed the grain department from the control of the governor and placed it in the hands of the Railroad & Warehouse Commission, a board of three members elected directly by the people for a term of six years.

Politics were banished from the service, but it took several years to gain the confidence of the farmers and shippers.

My first real trouble came shortly after I took charge. A car was loaded out of a large terminal elevator owned by a railroad and the barley was reported as weighing 44,000 pounds, a large load in those days. The car went to a local malting house where the barley was unloaded and weighed 39,800 pounds, short of loading weight 4,080 pounds. The car arrived at the malting house in good order, properly sealed and it was evident that a mistake had been made in the weighing.

At that time it was our practice to count and make a record in the weigher's book of the different counter weights used in weighing the load, and in checking the two weights the difference involved a 4,000 pound counterweight. Both weighers declared they had made no mistake in counting the counterweights, hence, I could not place the responsibility for this error. The buyer and seller made a 50-50 settlement, I felt, however, that a system was no good where the responsibility of a mistake could not be determined.

About that time we were trying out a type register beam at one of the mills and found it was just what we wanted in order to check the weight and prevent mistakes. The Railroad & Warehouse Commission saw the value of these beams, I was authorized to issue an order requiring all scales used in our service to be equipped within a certain length of time. All the smaller weighing stations, with only three or four scales, complied willingly. The railroad elevator, and a couple of others, had 18 scales each, and refused, such change would mean an expense of \$1,500 or \$1,600, the price of each beam being in the neighborhood of \$90. I received a letter from the railroad attorney stating that he had examined the Minnesota statutes and could find no law by which we could compel them to install type register beams. Consulting the commission for further order, I was told that the railroad attorney was correct. The commission added, however, that there was no law by which the elevators could compel the State to furnish weighing service where the equipment did not come up to our requirements.

I was authorized to notify the railroad

that State weighing service would be withdrawn in thirty days if their scales were not equipped with register beams.

Thirty years ago the flour mills in Minneapolis had but little storage capacity for wheat at their mills, consequently most of the grain received during the fall had to be stored in the terminal elevators and later carted to the mills as needed.

In the handling this wheat across town it is weighed by the State when loaded into cars and again when unloaded at the mills. The weighmaster becomes responsible for the weight discrepancies above the tolerance in clear record cars. There was no chance to dodge responsibility here, as was often done in weight differences between two terminal markets, consequently, a close check on the scales, as well as the handling of grain, was necessary. This brought about the shipping card system, which was later recommended by the National Weighmaster's Ass'n, and is largely responsible for the close weights today between the terminal markets.

Last year we handled across town 23,896 cars of wheat with an average difference between the loading and unloading weight of 71½ pounds per car.

The Minnesota Grain Law of 1913 read as follows: "Every shipper of grain shall fasten upon the inside of each car shipped by him a card giving the number and initial or other distinctive mark of such car, the date of shipment and the exact weight of the grain in such car as claimed by the shipper. If he fails so to do the official weight at destination shall be made prima facie evidence of the quantity of grain shipped in such car."

This law should be observed by all shippers. When there is a card showing the loading weight that weight is compared with our weight, and if the difference is more than the tolerance a special investigation is made then and there. It is evident that an investigation made while the grain is still in the scale hopper and the car at the unloading pit is of more value than an investigation made later when the car has left the elevator.

When no card is placed in the car the weigher has no means of knowing the weight claimed by the shipper and consequently would not be aware of a shortage. Special investigation often reveals evidence of leakage which was not noticed in the first place. If the shipper's card bears the name and address of the shipper or consignee it has been our practice to advise them of the result. If the amount involved was sufficient to justify this extra trouble.

We seldom have complaints in regard to weights from shippers who obey the law. A person knowing that his weight will be checked will exercise greater care.

Close contact with the shippers has done much toward creating a better feeling toward the terminal markets. When a shipper's attention is called to a large over weight or shortage he appreciates the interest we take in such case.

I checked a month's record of the country shippers' weight cards with the following results: Total cars received from country points amounted to 16,063 cars of grain. In 752 cars the shippers had posted a card giving the loading weight as required by the Minnesota law. In 398 cars shippers' total weight exceeded the state weight by 182,165 pounds. In 253 cars the state weight exceeded the shippers' weight by 211,840 pounds. In 85 cars the shippers' weight was estimated, and was not considered, and in 26 cars the loading and unloading weight was the same. Leaky cars were not considered. Had these 762 cars been sold on the shippers' weights instead of the state weights, the shippers would have lost 29,675 pounds.

I have noticed much improvement in country weights in late years. The larger discrepancies are generally due to errors in not keeping a correct account of the drafts as loaded into the car. The over weight or shortage weight most always represents a draft.

If shippers could be induced to use the card system, and the terminal weighmaster would keep closer in touch with the shippers, grain could be handled as close as it is handled between terminal markets today. There has been much improvement in country elevator scales in late years.

Late in September Brazil sent over 150,000 bags of coffee as the first shipment under the terms of the wheat-coffee barter with the Federal Farm Board. Now if the Board would ship ALL of its wheat to Brazil U. S. growers could sell the 1931 crop at cost of production.

## Co-operatives Oppose Coercive Organization

The Oregon Co-operative Council, representing 32 separate marketing and purchasing ass'ns, adopted resolutions at Portland, Oct. 17, condemning the methods used by the Farm Board in administering the agricultural marketing act, "in such rapid organization and promotional methods as have been used in establishing government sponsored national organizations."

The Council takes the position that "Congress should not again jeopardize the co-operative movement by saddling upon it any other untried or questionable surplus control plans that it may develop."

The Council desires to support the Farm Board but "the board should change its attitude and methods before it is too late. . . . It desires that general agricultural relief measures be embodied in separate legislative acts permitting co-operative marketing to rise and fall on its own merits unencumbered by experimental ventures."

American Farm Buro Federation meets at Chicago Dec. 7 to 9.

## Would Eliminate Farm Board

Bradstreet's has tabulated replies to a questionnaire on "Do you believe that the Farm Board should be eliminated? If not should its powers be more limited?"

That the Farm Board should be eliminated was the conviction of 64 per cent; 19 per cent advocated curtailment of its powers, and only 13 per cent favored its retention. The questions were addressed to business leaders, a few of whom are quoted:

E. V. KNIGHT, president of the New Albany Veneering Company, New Albany, Ind.: I have always been opposed to the Farm Board, or, rather, the principle of Government under which the Farm Board is created. The Government as created by the "Founding Fathers" was never intended to be paternalistic and the best evidence of their wisdom in this respect is the present farm situation, many of the evils of which can be traced directly to the Farm Board and its operation.

GEO. W. HUNTLEY, pres. of the Cutler Hardware Company; director of the Commercial National Bank, Waterloo, Ia.: By all means the Farm Board should be eliminated. There never was any need or its coming into existence, except to please a few so-called politicians. We honestly believe if the Farm Board had never been created, the farmers of the United States would be getting more for their wheat today than is now possible, and also more for their cotton.

LEATON IRWIN, pres. of the Irwin Paper Co.; Cabinet Manufacturing Co., and Quincy Compressor Co., Quincy, Ill.: Yes, the Farm Board should be eliminated. There is no more reason for a Farm Board than there is for a manufacturing board, an automobile board or a jobbing board. Farmers are in the same boat with everybody else—their success depends on individual initiative, and they are governed by the same inexorable economic laws.

T. R. PRESTON, pres. of the Hamilton National Bank and former pres. of the American Bankers' Ass'n, Chattanooga, Tenn.: The Farm Board Act should by all means be speedily repealed. It has brought harm to the very people it was intended to benefit.

JUSTUS COLLINS, pres. of the Smokeless Fuel Company and the Winding Gulf Collieries Co., Charleston, W. Va.: I believe the Farm Board should be eliminated entirely. It created false hopes and has been a complete failure.

WILLIAM O'NEIL, pres. of the General Tire & Rubber Company, Akron, O.: I can see no good reason for the continuance of the Federal Farm Board, and am of the opinion that it should be eliminated.

W. B. STOREY, pres. of the Atchison, Topeka & Santa Fe Railroad, Chicago, Ill.: It is my opinion that the Farm Board has accomplished nothing and will accomplish nothing of benefit for the American farmer.

F. G. BONFILS, publisher of the Denver Post, Denver, Col.: It should be eliminated as it is utterly worthless.

J. M. ROSENBAUM, dealer in steel, Centerville, Ia.: Positively eliminated.



P. P. Quist, Minneapolis, Minn.

# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

## ARKANSAS

Leslie, Ark.—W. H. Clayton has rented the Derickson Feed & Grist Mill and started operations Oct. 16.

DeQueen, Ark.—F. M. Rink has installed a grist mill and feed grinders, also a blacksmith shop, in a former storage shed here.

Stuttgart, Ark.—Our elevator will be completed about Nov. 1; John Gengler, contractor. The capacity is 160,000 bus. A large warehouse in connection with the elevator is already filling with rice, and we expect to take in grain in the elevator in a few days [from Oct. 21].—Stuttgart Rice Growers Elvtr. Co., Paul W. Daniels, mgr.

## CALIFORNIA

Fontana, Cal.—Mail addressed to Lerner's Fontana Grain & Milling Co. is returned marked "Unclaimed," altho it was reported in the trade press in September that Mr. Lerner had a new mill under construction here, to be operated under that name.

Perris, Cal.—The Valley Feed Mills, under the management of Edward C. Talbot, opened recently. With the advent of the new firm, Globe Mills, which has been selling supplies as a matter of convenience to the ranchers, retires from the retail business, all the supplies of the Globe Co. having been taken over by the Valley Feed Mills, which carry a complete line of dairy, poultry and rabbit feed. Arrangements have been made for a warehouse in which to store hay.

## CANADA

Tompkins, Sask.—The Victoria Grain Co.'s 30,000-bu. elevator burned recently, also 15,000 bus. of wheat.

Tako, Sask.—The Saskatchewan Wheat Pool's elevator at this point burned recently, together with a large amount of grain, the loss on both being total.

Corel, Que.—Bernard Cardin was seriously injured recently when he was caught in a grain conveying belt at the North American Elvtrs., Ltd., where he was employed.

Burgis, Sask.—The N. Bawlf Elvtr. at this point burned late at night Oct. 13; loss, \$14,000; covered by insurance. The elevator contained 12,000 bus. of wheat, some of which it was thought could be salvaged.

Collingwood, Ont.—Leslie H. Boyd was recently made pres. of the Collingwood Terminals, Ltd., operating a 2,000,000-bu. elevator. Mr. Boyd for 12 years was chairman of the Board of Grain Commissioners for Canada.

Regina, Sask.—At a meeting of the executive and finance com'te of the forthcoming world's grain exhibition and conference, held in this city Oct. 16, the dates for holding the exposition were decided upon as July 24 to Aug. 5, 1933, in Regina. Originally it was the intention to hold the international show in 1932.

Toronto, Ont.—A branch was opened in this city on Oct. 26, by the Reliance Grain Co., Ltd., of Winnipeg, to be in charge of Lorne S. Johnston, former manager at this point for the Canadian Wheat Pool. All kinds of feeding and milling grains will be handled. The office is in the Bank of Commerce Bldg.

Vancouver, B. C.—At a recent meeting of the board of trustees of the Merchants Exchange, Robert McKee, managing director of the Canada Grain Export Co., Ltd., was elected pres. and R. C. Milroy, managing director of Davis, Milroy & Co., Ltd., was elected treas. Mr. McKee was pres. of the grain exchange division the past year.

Montreal, Que.—Henry William Raphael, oldest member of the Corn Exchange, former senior partner of T. W. R. Raphael & Co., and for many years one of the most prominent grain merchants in eastern Canada, died in this city, Oct. 12, at the age of 81 years.

Ashville, Man.—Pleading guilty to a charge of robbery with violence when he held up and wounded Ross Green, manager of the British American Elvtr. Co., on Sept. 14, as reported in the Sept. 23 Journals, Metro Lewitski was sentenced, on Oct. 16, to seven years in the penitentiary and 20 lashes. He is reported to have had a criminal record.

Winnipeg, Man.—Dr. C. N. Bell, sec'y of the Western Grain Standards Board and the Board of Grain Appeals, recently retired from civil service, as he had attained the age limit, and has been succeeded by Major C. J. Drake, lately with the government elevators at Fort William. Dr. Bell was the first sec'y of the Winnipeg Grain Exchange.

Port Arthur, Ont.—The Gillespie Terminal Grain Co., Ltd., has filed suits to recover \$146,729 from the Manitoba Wheat Pool, which leased for five years the Horn elevator here from the Gillespie Co., and according to the claim the Pool has given up the use of the elevator, on which two years' rent, insurance and taxes are now due, according to the contract.

## COLORADO

Trinidad, Colo.—We have discontinued handling grain.—Trinidad Bean & Elvtr. Co., by J. N. Jackson.

Denver, Colo.—New 7 x 4½-in. V cups have been put in the plant of the Hungarian Flour Mills, furnished by the White Star Co.

Walsh, Colo.—It is reported that Dr. Chamness will be the manager of a new elevator here, construction of which he is supervising.

Berthoud, Colo.—New 7 x 4½-in. Salem Elevator Buckets have been installed by the Farmers Flour Mills. They were supplied by the White Star Co.

Denver, Colo.—It was reported late in September that five mills of the Colorado Milling & Elvtr. Co. were to be closed, including the Crescent Mill, of this city, the others being located at Fort Collins, Longmont, Loveland and Eaton. Production will be concentrated in certain mills of the company; the mills at Berthoud and Greeley will serve northern Colorado, formerly served by six mills, and the Hungarian and Eagle mills, in this city, having a capacity of over 2,000 barrels daily, will serve this section.

## ILLINOIS

Henning, Ill.—The Henning Grain Co. has recently installed a new 10-ton scale.

Hersman, Ill.—A new cleaner operated by electric power has recently been installed in the Montgomery & Morris elevator.

McNabb, Ill.—A new electric lighting system is being installed in the feed mill building and office of the McNabb Grain Co.

East St. Louis, Ill.—The spark protector blew off the stack and damaged the roof of the "Belt" Elvtr. of the Haynes Grain Co. on Sept. 25.

Paloma, Ill.—J. E. Lohr has recently completed the replacement of the roof of his elevator and auxiliary office. The new covering is composition.

Geneva, Ill.—The installation of an oil burner in the steam boiler used for heating the flour mill plant of the Bennett Milling Co. has been completed. Fuel is supplied from two 275-gallon tanks.

Palmer, Ill.—Howard McWard, manager of the Farmers Grain Co.'s elevator, was married to Miss Irene Duncan, of Taylorville, Ill., on Oct. 18. Mr. and Mrs. McWard will make their home at Palmer.

Chatsworth, Ill.—The regular meeting of the grain trade of this territory was scheduled to be held at the Chatsworth Hotel, this city, Tuesday evening, Oct. 27, dinner to be served at the hotel at 7 o'clock.

Pittsfield, Ill.—Lyndle C. King has been elected pres. of the company and will continue as general manager.—M. D. King Milling Co. [L. C. King's father, M. D. King, former head of the company, died late this summer.]

Hopedale, Ill.—A number of improvements have recently been completed in Railsback Bros. south elevator, including new steel bottoms in the grain bins, steel stay rods supporting the bin wall and lining up of elevator legs.

Mt. Morris, Ill.—The Mt. Morris Elvtr. Co.'s house (the farmers' elevator) and the Clevidence Grain & Lbr. Co.'s elevator were broken into by thieves during the night of Oct. 16, who obtained about \$8 in cash from the farmers' elevator but got nothing at the Clevidence elevator.

Minonk, Ill.—Grain men of the Wenona-Streator territory will meet at the Hotel Woodford, Minonk, Thursday, Oct. 29. After dinner, which will be served at 7 o'clock, W. E. Culbertson, sec'y of the Illinois Grain Dealers Ass'n, is expected to lead in the discussion of several matters of importance.

Mattoon, Ill.—The Big Four Elvtr. Co., heretofore owned and operated by W. E. Orndorff, was incorporated Oct. 16; incorporators: W. E. Orndorff, his wife, Mabel Orndorff, and their son, R. Maris Orndorff. They will take over and operate three elevators here and the one at Tuscola. The combined value of the elevators is estimated at \$100,000.

Tabor, Ill.—Bartley & Jones' Elvtr. burned at 10:30 p. m., Oct. 10, together with 7,000 bus. of corn and 3,000 bus. of oats; loss, \$12,000; insurance, \$10,000. The fire was thought to have been started by lightning. Bartley & Jones write: "We will not rebuild. We have taken over another house here (there were two elevators at this point) and will run it. This house has 50,000 bus. capacity."

Claytonville, Ill.—Fire starting in the Beebe Elvtr. at 8:45 p. m., Oct. 10, spread to the Farmers Grain Co.'s elevator, destroying both houses and their contents; loss, \$35,000 including \$10,000 to the Beebe Elvtr. and \$25,000 to the Farmers, partly insured; the former contained a carload of oats and wheat and 100 bus. of corn, and the latter 9,000 bus. of oats and 10,000 bus. of corn. The Farmers Co. also lost 140 tons of coal. The Beebe Elvtr. was owned until a year ago by Beebe Bros. It was sold at a receivership sale to Emory Stoker, of Watseka, who leased it to Joe Beebe.

## CHICAGO NOTES

John Devlin Hay Co. is retiring from business

Lehigh Stone Co.

... KANKAKEE, ILL. ...

CRUSHED STONE · SAND · GRAVEL  
LEHIGH SOIL SUGAR

Carl Gerstenberg, wheat trader, has been elected to succeed his brother, Ray Gerstenberg, as commander of the Chicago Board of Trade Post No. 304. Both brothers and their father, Adolph Gerstenberg, are members of the exchange.

Under the auspices of the Board of Trade, a meeting will be held in this city Nov. 9-10 for the purpose of formulating plans with the object of getting the Government out of private business. Among the prominent speakers to be heard at that time will be Senator Beck, the principal speaker, and W. L. Clayton, of Houston, Tex., large cotton merchant.

Members of the Board of Trade presented their protests, on Oct. 14, to the board of assessors against the assessment of their memberships as personal property, with a valuation of \$7,000. The total amount of the tax would amount to nearly \$500,000. It is believed that the memberships are not assessable as personal property under the law, altho it was upon opinion of the assessors' attorney that the assessment was made.

The board of directors of the Board of Trade placed James K. Riordan and his brother, Charles B., members of the Board of Trade, under an indefinite suspension, on Oct. 13, the reason not being made known. Three days later James Riordan filed in circuit court a petition for reinstatement as a member of the Board of Trade and a plea for an injunction to restrain the directors of the board from expelling in the future. Riordan charged that false claims made by F. S. Lewis, head of F. S. Lewis & Co., also a brokerage firm, had caused his suspension, alleging that Lewis informed the board that Riordan and his firm, Riordan, Martin & Co., had refused to pay debts amounting to \$35,390, which indebtedness Riordan denied, claiming that F. S. Lewis & Co. was his debtor in the sum of \$22,000 and owed his firm \$18,000. He claimed that suits to collect these debts are pending in the Superior Court.

## INDIANA

Peru, Ind.—Fire which originated in base of overhead bin in the elevator of the Peru Grain & Coal Co. slightly damaged the stock on Oct. 14.

Indianapolis, Ind.—Recent new members of the Indiana Grain Dealers Ass'n include: Hometown Grain & Lbr. Co., Hometown; Hobbs Grain Co., Hobbs; and J. T. Jeffers Grain Co., Plummer (mail Lyons, R. F. D.).

Sardinia, Ind.—George M. Claypole, former proprietor of an elevator and mill at Sardinia, died at the home of his son-in-law at Evansville, Oct. 11, after a year's illness. Mr. Claypole sold his business here some time ago. His wife and two daughters survive him.

Boonville, Ind.—The Boonville Milling Co., Otto C. G. Roller, manager, has added to its feed manufacturing equipment a simplex cold molasses feed mixer and H. C. Davis one-ton Batch Mixer. This additional equipment makes the company's feed manufacturing units complete.—W. B. C.

Tipton, Ind.—Herbert C. Watson, crowned international corn king at Chicago last December, died at his home here Oct. 16, after a brief illness, at the age of 31 years. Only a week before his death he was awarded a star citizenship medal as being Tipton County's outstanding resident.—W. B. C.

Evansville, Ind.—John K. Jennings, pres. of the Diamond Feed Mills here, has been named by the democratic national chairman, as chairman of the victory fund drive in the new eight congressional districts in Indiana, taking in 10 counties. He has been authorized to collect money for the national committee.—W. B. C.

Fairland, Ind.—Albert Luther, manager of the Central States Grain Corp.'s elevator, died at his home here Oct. 9, from a complication of diseases from which he had been suffering for three weeks.

The convention dates of the 30th annual meeting of the Indiana Grain Dealers Ass'n are tentatively announced as Thursday and Friday, Jan. 21-22, 1932. To assist the board of managers of the ass'n in arranging the program and having subjects for discussion that will be of interest to members, suggestions along this line at an early date are requested by the officers of the ass'n from members.

Muncie, Ind.—The Farmers Grain Dealers Ass'n of Indiana held a called meeting at this city, Oct. 17, at the Delaware Hotel. No set program was arranged for the afternoon, but an opportunity was given to all grain dealers to meet their friends and discuss their problems among themselves. Dinner was served at the hotel at 6:30 and an address was given by J. B. Swain, of Marion, O. Members of the Indiana Grain Dealers Ass'n were invited to attend.

Hillsboro, Ind.—To close the estate of the late Mrs. Jennie E. Finch, of Lebanon, it was necessary to sell her partnership interest in the Hillsboro elevator, owned by E. A. Finch & Co., with E. P. Finch, of Hillsboro, owning half interest. D. C. Moore, of Waynetown, who has an interest in an elevator at Waynetown and also at Covington, purchased the undivided interest of the heirs and the firm will be known as E. P. Finch & Co. Mr. Finch retaining his position as resident manager. Mr. Finch also has an interest in the elevator at Pine Village.

Union City, Ind.—One of the most interesting and largest attended group meetings of the Indiana Grain Dealers Ass'n held in recent years was held in this city Wednesday evening, Oct. 7. The dinner which preceded the meeting was attended by 60 grain dealers within a radius of 50 miles. Several Ohio firms were invited and were represented by 19 being in attendance. Charles L. Northlane acted as chairman of the meeting, and interesting talks were given by Claude C. Barnes, of Winchester, Robert P. O'Brien, of Greenville, O., and Sec'y Fred K. Sale. Many participated in the informal discussion given on various timely subjects.

Indianapolis, Ind.—There is still some confusion in the minds of country elevator managers as to the requirements of the new coal ticket law. Some books are made up in duplicate form only, and when using same it will be necessary to tear out the permanent copy and send it with the original copy with the driver of the wagon delivering coal. The law strictly states that two copies must be sent with the order. Should you need coal scale books which comply with the law and are printed in triplicate, we shall be glad to take care of this for you at very reasonable prices. Write us for same. Three inspectors from the State Weights and Measures Dept. are out now checking up on the coal dealers to determine whether or not the law is being complied with, and a diligent effort will be made to enforce the same from now on. Some seem to think this is just another law on the books and a lot of red tape, but it is a measure endorsed and put thru the legislature by the retail coal interests of the state and their reasons for such a law are well founded. It is a protection to you coal dealers, as well as to your customers, and we predict that it will be a very popular and profitable law after it has been tried out. We urge your compliance strictly in accordance with the law, and we shall be glad to answer any questions concerning the same, upon inquiry.—Fred K. Sale, sec'y Indiana Grain Dealers Ass'n.

## IOWA

Des Moines, Ia.—Iowa Flour Mills Co., incorporated; pres., W. R. Johnson, and secy. E. A. McClenahan.

Mapleton, Ia.—The old elevator property owned by C. L. Whiting, J. L. Bennett and others, has been sold to H. C. McCoun, owner of the Mapleton Oil Co.

Sioux City, Ia.—M. King, pres. of the Western Terminal Elevtr. Co., was recently operated on at the Mayo Hospital, Rochester, Minn. He is now at his home.

Essex, Ia.—Ed Lindgren, former manager of the Essex Mill & Elevtr. Co.'s elevator, has leased the elevator and will manage it again hereafter. Frank Oline, of Sterling, Kan., who has been managing the house, has returned to his former home.

Marengo, Ia.—The elevator under construction for James Blake, of Cedar Rapids, to be operated by the newly formed Marengo Grain Co., as reported in the last number of the Journals, is to be of 25,000 bus. capacity. Local mechanics are doing the work.

Lenox, Ia.—I have taken over the interest of the Wainwright Estate, in the grain and coal business at Lenox, and it will be run under the name of L. F. Davis.—L. F. Davis. [S. E. Wainwright, who had been in the grain business here for 28 years, died last January.]

Fenton, Ia.—John Taylor, reported in the last number of the Journals as having been struck with a four-bladed blower fan as it broke from Mr. Wear's hammer mill, breaking both of his legs and badly lacerating one of them, died a few days later. He is survived by his widow and two sons.

Larchwood, Ia.—Our local man at Larchwood, C. J. Kuhl, died a month or so ago, and as business at that station will be extremely light this year, due to a short crop, we have not replaced Mr. Kuhl and at present the house is closed.—Davenport Elevtr. Co., by Wallace Lerigo, sec'y (Davenport, Ia.).

Cedar Rapids, Ia.—Regarding the change of our firm name from Wilder-Murrel Grain Co. to Wilder Grain Co., Mr. Murrel has not had an interest or been connected with us in any way for nearly two years, and the only change in the company is in the corporate name, i.e., dropping the name Murrel. There has been no change in the business. The property, number of elevators owned and operated, etc., are exactly the same as before.—Wilder Grain Co., S. W. Wilder, pres.

Kellogg, Ia.—The Jasper Milling Co.'s plant, owned by Case Appledorn, burned at 3:30 p. m., Oct. 8; loss, \$4,500; insurance, \$3,000. Machinery destroyed consisted of oats grinder, grist mill, wheat cleaner, corn sheller and electric scales; 200 bus. of white corn, 55 bus. of yellow corn, 50 bus. of wheat and 50 boxes of breakfast food manufactured at the mill were also destroyed. The fire originated when the belt on the grist mill slipped, upsetting a kerosene stove and breaking the glass tank.

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**WILLIAMS & BRYAN**  
GRAINS AND SEEDS TO RYAN CHICAGO  
CLEARING THROUGH CARHART - CODE - HARWOOD CO., CHICAGO

Plymouth, Ia.—O. A. Molsberry has been chosen manager of the Farmers Elvtr. Co.'s elevator.

Ladora, Ia.—E. E. Sims, associated with the Ladora Lbr. & Grain Co. since 1909, was almost instantly killed, on Sept. 26, by a switch train which was attempting to pull out a grain car he had loaded. The couplings did not lock the first time and the engineer pulled ahead to back again, and it is thot that Mr. Sims tried to open the coupling on the grain car, not realizing the train was so near. Both of his legs were severed and he died a few moments later. His widow and three children survive him.

## KANSAS

Stuttgart, Kan.—Windstorm damaged the elevator of the Fuller Grain Co. Oct. 10.

Ada, Kan.—Windstorm slightly damaged the elevator of H. F. and S. E. Jackman on Oct. 2.

Talmo, Kan.—The elevator of J. B. Sherwood was slightly damaged by windstorm on Oct. 10.

Ensign, Kan.—The Farmers Co-op. Grain & Supply Co. has installed a White Star Manlift.

Dexter, Kan.—L. T. Shrader has had a new 10-in. White Star Distributor installed in his elevator.

Hollis, Kan.—On Oct. 10 windstorm slightly damaged the elevator of the Clay-Leahy Grain Co., Inc.

Gray (r. d. from Hanston p. o.), Kan.—Mail addressed to R. M. Morris at this point is returned marked "Unknown."

Grigston, Kan.—The Farmers Elvtr. Co. has installed a new transmission rope furnished by the White Star Co.

Sharon Springs, Kan.—Construction of a 55,000-bu. elevator at this point is contemplated by the Gano Grain Co.

Hannum (Concordia p. o.), Kan.—Bossemeyer Bros. sustained slight windstorm damage to their elevator on Oct. 9.

Ulysses, Kan.—Lightning rods have been installed on the elevator of C. M. Clark. They were purchased from the White Star Co.

Kingsdown, Kan.—The Kingsdown Co-op. Equity Exchange has installed a new rubber covered cup belt, with 9 x 6 3/4-in. V cups.

Galva, Kan.—A Strong-Scott Pneumatic Truck Lift has been installed by Colburn Bros. It was supplied by the White Star Co.

Kackley, Kan.—The elevator plant of J. M. Decker was damaged by windstorm on Oct. 10, also the elevator plant of the Kackley Grain Co.

Canton, Kan.—The Colburn Elvtr. has been bot by W. S. Lovett, who has had new scales, dumps and other equipment installed. He will operate under the name of the Home Grain Co.

Heizer, Kan.—New Salem 9 x 5-in. cups have been installed in the elevator of the Peoples Grain & Supply Co. They were furnished by the White Star Co.

Hutchinson, Kan.—Clyde Claudell, new manager of the John Hayes Grain Co. here, succeeding Robert Yates, has been elected to membership in the Board of Trade.

Attica, Kan.—The roof and sides of the R. D. Ely elevator have been bonded and grounded for lightning protection. The cable was supplied by the White Star Co.

Hays, Kan.—The Benton Grain Co. has opened an office here, to be in charge of DeLos Platz, manager of the Liberal office of the company, until the first of the year.

Beattie, Kan.—Joe O'Toole has succeeded Kenneth Willis as manager of D. C. O'Neil's elevator, Mr. Willis having resigned and gone to Winifred, where he has bot a store.

Salina, Kan.—Oct. 1 the connection of J. G. Meier, wheat buyer, with the Sunflower Grain Co. was severed. The company, which is owned by M. C. Sauer, will continue to operate as before.

Neola, Kan.—Ben Raines Grain Co. has equipped its elevator with lightning protection by bonding the metal roof and sides and grounding them. The cable was supplied by the White Star Co.

Protection, Kan.—A new boot has been installed in the elevator of the Farmers Elvtr. Co. A new clutch and other repairs were also made, equipment being supplied by the White Star Co.

Wichita, Kan.—New members of the Board of Trade include Gerald C. Henderson, of the Henderson Grain Co., Ft. Worth, Tex., and Frederick M. Wallingford, of the S. P. Wallingford Grain Corp.

Gypsum, Kan.—A thief entered the Farmers Elvtr. Co.'s office on Oct. 1, while the manager was waiting on a customer at the warehouse, and stole the contents of the cash drawer, which he had broken open.

Meade, Kan.—E. A. Kobs, who has been manager of the Farmers Co-op. Elvtr. & Supply Co. since last fall, when the company was re-organized, has resigned his position and returned to his farm, being succeeded by Harold Hartshorn, of Mulvane.

Liberal, Kan.—During the absence of DeLos Platz, manager of the Benton Grain Co.'s local office, who will have charge of the recently opened office at Hays, Kan., until the first of the year, Eugene W. Davis will have charge of the Liberal office. When Mr. Davis goes to Kansas City Jan. 1 as vice-pres. of the Benton Grain Co., Mr. Platz will return as manager of the Liberal office.

## MARYLAND

### BALTIMORE LETTER

New cob corn is offered from nearby territory at \$1.85 per barrel of 350 lbs. for prime yellow in carlots—the lowest price in many years.—R. C. N.

The Traffic Club of Baltimore will hold a cabaret night on Nov. 3 at the Lord Baltimore Hotel. Professional talent will furnish the entertainment.—R. C. N.

At the November meeting of the Board of directors of the Chamber of Commerce the assessment on memberships for the year 1932 will be fixed.—R. C. N.

The private wire of Jackson Bros., Boesel & Co., maintained for the past fifteen years on the floor of the Baltimore Chamber of Commerce, will be discontinued after October 31.—R. C. N.

Mrs. Blanchard Randall, wife of the senior member of the grain exporting firm of Gill & Fisher, of this city, slipped on a hardwood floor, Oct. 22, in their country home at Catonsville, Md., and sustained a fractured hip, which necessitated her removal to the Johns Hopkins Hospital, where the injured member was put into a cast.—R. C. N.

President Eugene Blackford, of the Chamber of Commerce, is enlisting the co-operation of the banks, chambers of commerce of the State of Maryland, and leading trade organizations of Baltimore to oppose further legislation by Congress tending to interfere with the operation of grain exchanges and boards of trade.—R. C. N.

## MICHIGAN

Vernon, Mich.—Vernon Elvtr. is installing some additional anti-friction bearings.

Morrice, Mich.—The Morrice Grain & Bean Co. has installed some additional roller bearings in its plant.

Owosso, Mich.—Soule Milling Co., Inc., engaged in a general flour and feed business, incorporated; capital stock, \$25,000.

Posen, Mich.—Anthony Wyrembelski is installing an electro-magnetic separator ahead of his feed mill in the local elevator.

Nunica, Mich.—A built-in electro-magnetic separator is being installed ahead of the feed mill in the R. S. Brown elevator.

Kalamazoo, Mich.—F. W. Ashton, proprietor Kalamazoo Flour Mills, has installed an electro-magnetic separator ahead of his feed mill.

Reed City, Mich.—The Kent Elvtr. Co. is installing a mixer powered with a 3-h.p. fully-enclosed self-ventilated ball-bearing motor.

Croswell, Mich.—The Croswell Milling Co. has installed an electro-magnetic separator ahead of its feed mill to eliminate the fire hazard.

Conklin, Mich.—The Peoples Milling Co. recently installed an electro-magnetic separator to eliminate the tramp iron fire and accident hazard.

Prescott, Mich.—Joe Sparling, of Saginaw, has purchased an interest in the elevator of the Saginaw Milling Co. here, and has taken charge of same.

Fowler, Mich.—The Fowler Farmers Co-op. Co. is installing a 15-h.p. fully-enclosed pipe-ventilated ball-bearing motor to operate the grain elevator.

Dowling, Mich.—Lawrence Holcomb is installing a new Prater Blue Streak Hammer Mill with built-in electro-magnetic separator in the local feed mill. Mill will be operated by a 40-h.p. oil engine.

Elwell, Mich.—The Peoples Elvtr. Co. is installing 10 and 5-h.p. electric motors and will later install a 30-h.p. motor for operating the feed grinder. The oil engine is still used for operating the grinder.

Lakeview, Mich.—The Farmers Elvtr. Co. is installing an attrition mill for the feed grinder. This mill will be protected by an electro-magnetic separator to catch the stray iron in the feed before it goes to the mill.

Minden City, Mich.—The Bad Axe Grain Co.'s elevator, which for several years has run only part time and about a year ago was closed for good, has been sold for lumber and will be taken down. This leaves only the Farmers Elvtr. Co.'s elevator at this point. The turning of the farmers of this section to dairying instead of grain raising made the elevator business the loser.

Detroit, Mich.—The test hearing on the constitutionality of the Michigan malt tax law adjourned on Oct. 10, after a two-day session, until Oct. 24, in order that both sides may file briefs. That large quantities of malt are used in the bakery trade was testified to by William Klusmeyer, vice-pres. of Standard Brands, Inc., and by C. F. Varney, manager of the Michigan sales branch of the same company.

### HAROLD-WALLIS GRAIN CO.

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Wichita, Kansas

Grain Merchants

Detroit, Mich.—John L. Dexter, pres. of John L. Dexter & Co., flour and feed brokers, died, on Oct. 11, from pneumonia, at the age of 72 years. Mr. Dexter was best known because of his work among newsboys, being popularly known as the newsboys' friend. His widow survives him.

## MINNESOTA

Starbuck, Minn.—Henry Olsen has installed a new feed grinder.

Ellendale, Minn.—The Farmers Milling & Elevtr. Co. has just installed a new feed mill.

Hewitt, Minn.—Henry Pagen has bot the local feed mill from Mr. Wirtzenfelt, of Wadena.

Pine River, Minn.—A feed mill is being installed by Dunnell Bros. in a building leased by them.

Gonvick, Minn.—Carl Swanson, of Green, N. D., has purchased the Farmers Co-op. Grain & Produce Co.'s elevator.

Shakopee, Minn.—A feed mixer was recently installed in the Shakopee Feed Mill, of which J. M. Stemmer is the owner.

Minneapolis, Minn.—The International Grain Co. is now out of business. H. F. McCarthy, pres. of the company, died last May.

Menahga, Minn.—The Farmers Grain & Shipping Ass'n's elevator which was closed during the summer months, has been reopened with O. J. Kangas as manager.

Lockhart, Minn.—R. A. Daue, manager of the Kellogg Commission Co.'s elevator, was recently found dead at the elevator, having died from a heart attack. He was 70 years of age.

Minneapolis, Minn.—The Pillsbury Flour Mills Co.'s terminal elevator, known as Pillsbury B, has been bot by the King Midas Mill Co. and will hereafter be known as King Midas B Elevtr. The capacity of the house is 125,000 bu.

Minneapolis, Minn.—Governor Olson has postponed the hearing of charges in the elevator "M" case, in connection with which the State Railroad & Warehouse Commission has been charged with misconduct, from Oct. 26 to Nov. 3.

Villard, Minn.—The Villard Farmers Elevtr. Co., which ceased to do business on July 15, 1930, at which time it had an indebtedness of \$7,669, is to be dissolved as a corporation. P. G. Norris, of Gleewood, was appointed receiver, it is reported.

Northfield, Minn.—John Heyerholm, who recently sold his elevator at Browns Valley, is building a feed grinding plant. The building will be iron clad with bulk bins and two legs, and equipment will include an attrition mill, corn cracker and grader, and a feed mixer. T. E. Ibberson Co. has the contract.

Minneapolis, Minn.—Sherman Borden, an employe of the Archer-Daniels-Midland Co., died at St. Mary's Hospital from an intestinal rupture recently, as the result of accidentally bumping into a compressed air hose, which he and other employes had been using for cleaning machinery at the mill, releasing a pressure of 85 pounds.

## MISSOURI

St. Joseph, Mo.—The plant of the Buchanan Elevtr. Co. was slightly damaged by wind-storm recently.

Lilbourn, Mo.—The old Lilbourn Grain Co.'s mill and equipment has been leased by J. R. Grabenhorst, of Portageville.

Webb City, Mo.—The Ball & Gunning Milling Co. is having plans drawn for a new mill, replacing the one burned some time ago.

St. Louis, Mo.—John D. Mullally, formerly with Martin Grain Co., went into business on his own account on Oct. 21 as Mullally Grain Co.

St. Louis, Mo.—Flynn Bros. are now operating the plant of the Luehrmann Grain & Milling Co., which filed a petition in bankruptcy in June.

Knight, Mo.—It is reported that the elevator of the Cowgill Flour Mills, Inc., that burned late in September, will probably not be rebuilt until next year.

Marshall, Mo.—Goodwin & Fletcher recently installed a new feed mixer, a cleaning machine and a grinding machine. The mixer has a capacity of 1,500 pounds of feed.

St. Louis, Mo.—After an illness of several weeks, A. V. Imbs, pres. of the Merchants Exchange, is able to be back at his desk at the J. F. Imbs Milling Co., of which he is also pres.

Harrisonville, Mo.—The Harrisonville Ice & Coal Co. has installed a sweet feed system in its mill. In addition to molasses mixed feeds the mill manufactures mixed feeds for poultry, hogs, sheep, dairy cows and live stock.

Atherton, Mo.—Israel Smith, Independence lawyer, has been appointed receiver for the Atherton Elevtr. Co. As reported in the Sept. 9 Journals, Claud Griffin, a stockholder, had asked for the appointment of a receiver, claiming the company was insolvent.

St. Louis, Mo.—The St. Louis Grain Club was addressed by the Hon. W. L. Nelson, member of Congress from Missouri and a member of the House Com'te on agriculture, at a meeting held at the Statler Hotel, on Oct. 14, preceded by 6 o'clock dinner.

King City, Mo.—Fred G. Howitt, owner of the King City Elevtr., and local farm implement dealer, has discontinued his uptown store and moved his office back to the elevator, which he will now manage himself. Rolla Temple has had charge of the elevator.

Pattonsburg, Mo.—We have just purchased a portable hammer mill to work in connection with our three stationary mills which we have at Pattonsburg, Kidder and Hamilton. We are considering the erection of a 50-barrel flour mill here.—Green-Tooley Mill & Elevtr. Co.

Higginsville, Mo.—A contract has been let by the M. F. A. Co-op. Ass'n to the Star Engineering Co. for construction of a 10,000-bu. elevator, feed grinding plant, office, and produce house. A 3-story warehouse, 70 x 24 ft., is included in the plans. Construction is expected to begin at an early date.

Fisk, Mo.—Fire, starting in the old Scott County Milling Co.'s elevator, which has not been used for several years, spread to other buildings, doing a total damage of \$10,000 or more, one of the buildings destroyed being the grist mill of J. D. Mercer, who estimates his loss at \$2,500, with no insurance. Another building destroyed was James Pool's warehouse, in which considerable grain was stored. Mr. Pool was preparing to use the warehouse as storage for rice. He estimates his loss at \$1,000, with a small amount of insurance.

## KANSAS CITY LETTER

Bruce F. Young, of Hutchinson, Kan., is an applicant for membership in the Board of Trade on transfer from E. W. Smith, deceased. The price of the membership was \$5,500, including transfer fee.

Suit was filed in the circuit court, about the middle of this month, by the Equity Union Grain Co., of this city, a Farm Board set-up, to recover \$4,240 from its former general manager, J. J. Knight (now operating his own grain firm here), its former book-keeper, Leo L. Schumaker, and its former office manager, Sherman J. Mann, the Equity Co. alleging that the three defendants handled a transaction in rubber futures, in December, 1930, in the name of a customer, causing a loss of \$4,240 to the Equity Co. Mr. Knight is reported to have stated that the matter arose from a clerical error and that the charges have no foundation.

The Uhlmann Grain Co., lessees of the Wabash Elevtr. in North Kansas City, and James Cantrell, a foreman for the Burrell Engineering Co., are reported to have been made codefendants in three lawsuits for \$20,000 each, filed by Henry Johann, Charles E. Myers and W. O. Kelly, who had been employed by the engineering company in construction work at the elevator, and who were injured in the dust explosion that occurred late in July. The complainants allege that the grain company was negligent in allowing dust to accumulate, given as the cause of the explosion, and that Cantrell gave them instructions to enter the elevator previous to the explosion.

## MONTANA

Great Falls, Mont.—J. J. Lavin has been made pres. of the Rocky Mountain Elevtr. Co. He has been an officer of this company and was also pres. of the Royal Milling Co. for two years. James F. Bell, pres. of General Mills, Inc., headquarters Minneapolis, has become pres. of the Royal Milling Co. This city will continue to be the headquarters of both men.

## NEBRASKA

Omaha, Neb.—The Vincent Grain Co. is reported as out of business.

Elmwood, Neb.—A new office room has been added to the Elmwood Grain Co.'s elevator, also new scales installed.

Clay Center, Neb.—Orr Bros. Milling Co. recently replaced the engine that has been in service since 1902 with an up-to-date diesel oil-burning engine.

Curtis, Neb.—After being closed for two years, the Curtis Mills are again making flour. The mill has been buying grain while idle, but the flour was made at Crete and shipped here for sale.

Campbell, Neb.—The Arapahoe Flour Mill Co. has leased the plant of the Koch Mill & Elevtr. Co. here and taken possession. Mr. Adams is in charge as manager, and the plant will operate as the Paul B. Adams Milling Co.

Platte Center, Neb.—The Platte Center Milling Co.'s office was one of four business places entered by thieves during the night of Oct. 2. Nothing was missed from the milling office but a wrist watch. Entrance was gained thru a window.

Seward, Neb.—The Herrold Grain Co. is the name under which John Herrold, of Seward, now owner of the Nye & Jenks grain elevator here (as reported in the last number of the Journals), will conduct his business. He will start operating the elevator Nov. 1.

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Legs and Grain Storage Bins*

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## NEW JERSEY

Lebanon, N. J.—Berkaw & Matthews, of Flemington, N. J., have been granted permission to erect a feed mill in the eastern part of this town, after being refused permission for the erection of a mill on a lot only a short distance from the site selected later.

## NEW MEXICO

Clovis, N. M.—The Prince Street Elevator Co.'s elevator has been leased by the Oklahoma Wheat Pool Elevator Corp. G. W. Helm, who has been in charge of the elevator, will continue as manager.

## NEW YORK

Marion, N. Y.—The Marion Mills recently installed a Sentinel Electro-Magnetic Separator ahead of their grinder.

Dundee, N. Y.—We have installed a hammer mill, which will be ready for operation soon.—Dundee Co-op. G. L. F. Service, Inc., Curtis W. MacClellan, mgr.

New York, N. Y.—An open meeting was held recently by the Produce Exchange to discuss the possible inauguration of a market for trading in tallow futures.

Bath, N. Y.—M. J. Ward & Son, of Savona, have purchased the L. S. Everson plant and installed a Unique 22-in. double disc attrition mill, protected by a Prater Electro-Magnetic Separator. The plant will be in charge of Kenneth Ward.

Mayville, N. Y.—Chautauqua County feed mills have recently had a visitation of thieves, three mills being entered and robbed within one week, including mills at Ripley, Sherman and Mayville. Harkness & Son, of this place, was the last one entered, on Oct. 2.

Groveland, N. Y.—Warren Clemens, of Pavilion, and Willard Clemens, of Linwood, N. Y., have formed a new partnership known as the Groveland Produce Co., and have leased the plant formerly owned by Ewart & Lake. An electro-magnetic separator is installed ahead of the feed mill to remove the tramp iron.

Freedom, N. Y.—N. A. Phillipi & Co. have installed a Sprout-Waldron 20-in. double disc attrition mill, driven by one 15 and one 10-h.p. motor, direct connected, replacing a 16-in. single disc mill which was too small for their needs. An electro-magnetic separator was purchased for installation ahead of the grinder to take out the tramp iron.

New York, N. Y.—The firm of Theo. P. Huffman & Co., grain commission merchants and members of the Produce Exchange, retired from business Oct. 20 and is succeeded by Franklin L. Lewi, who has been actively connected with the former firm for the past 16 years, and who will continue business at the same address in the Produce Exchange Bldg.

Albany, N. Y.—Contract for the construction of Albany Port Commission's new 13,000,000-bu. elevator was awarded to the James Stewart Corp. on Oct. 19. It is said this will be the largest elevator in the world. As reported before, the Cargill Grain Co., of Minneapolis, has already leased all but 3,000,000 bus. space in the proposed structure for a period of 10 years.

Buffalo, N. Y.—The Grange League Federation, operating a number of country feed mills thruout western New York State, has recently purchased 15 electro-magnetic separators to protect the feed mills from tramp iron at 15 of its local stations.

Buffalo, N. Y.—The Hecker H-O Co., Inc., recently requested permission to lay switch tracks across Fulton St. to connect the present plant with the proposed \$1,000,000 addition (reported in the last number of the Journals as being in a tentative state only). The council legislation com'te gave its approval, depending upon action by the whole council after a public hearing, early next month.

## NORTH DAKOTA

Bartlett, N. D.—A new roof has been put on the plant of the National Elevator Co.

Brinsmade, N. D.—The elevator on the farm of Ole Solberg, a few miles from this town, burned recently, together with 5,000 bus. of grain.

Dwight, N. D.—The Milling Wheat & Grain Co.'s elevator, H. M. Worner, of Minneapolis, proprietor, burned recently. It contained 20,000 bus. of wheat.

Barlow, N. D.—Lar's Alme, manager of the Barlow Grain & Stock Exchange's elevator, has gone into business on his own account and has been succeeded by Tony Leveno.

Spring Brook, N. D.—M. J. Casey, manager of the Farmers Elevator Co.'s elevator, was arrested on Oct. 9 on a forgery charge, following a two months' investigation started after the burning of the elevator (late in July) at the request of stockholders and directors. Investigators for insurance companies claimed discrepancies in inventories were discovered when claims were presented following the fire.

Underwood, N. D.—The elevator of the Underwood Grain & Trading Co. burned on Oct. 20, together with 10,000 bus. of grain, mostly wheat. A railroad car loaded with wheat, sidetracked near the elevator, was also destroyed. The fire was reported as caused by a dust explosion, which tore the roof from the building. G. K. Temanson, manager, and a farmer were burned but not seriously.

Merricourt, N. D.—The formal opening of the Farmers National Grain Corp.'s 60,000-bu. concrete elevator was held on the evening of Oct. 2, consisting of a chicken dinner, followed by a program and later by dancing. The elevator is 36 x 36 feet, 109 feet high. W. E. Tibbles has been appointed manager. The Monarch Elevator Co. also built a new elevator here this summer on the site of the house that burned last January.

## OHIO

Germantown, O.—Fire reported as probably being of incendiary origin damaged the plant of E. S. Durr on Oct. 18.

Williamstown, O.—The Williamstown Exchange elevator was broken into Oct. 18 and seed and merchandise to the value of \$175 stolen, including 30 bus. of clover seed, four boxes of canvas gloves and a large wrench. The door into the elevator was pried open by the thieves.

LaRue, O.—The LaRue Coal & Feed Co. is a partnership formed by H. L. Jones and W. J. Benton, both of LaRue.—LaRue Coal & Feed Co. [successor to LaRue Grain & Supply Co.].

Toledo, O.—The Toledo Seed & Oil Co. (branch of Archer-Daniels-Midland Co.) was recently denied a new trial in the case of the \$10,000 suit brought against the company by Bessie Anderson, who was awarded \$1,800. Charging injury to health, because of the operation of its castor bean plant, a number of suits have been brought against the company and are still pending.

Germantown, O.—A. M. Hoerner's flour mill and elevator burned about 11 p. m. Saturday, Oct. 17; loss, estimated at \$20,000; no insurance; 8,000 bus. of wheat, 150 barrels of flour and a quantity of millfeed also burned. As the mill had not been operated during the day, and as the electrical equipment had recently been entirely renewed, the cause of the fire was a mystery.

Columbus, O.—A state-wide conference, called by the Ohio Chamber of Commerce, was held in this city recently for the purpose of getting into action Ohio's new commercial arbitration law and adopting rules and by-laws to make it effective. According to the new law, if one agrees to arbitration, he is bound to stand by the decision, which was not the case under the old law. In states where a law similar to the new one obtains, the cost of settling differences has been greatly reduced.

Deshler, O.—Fire starting in the drier of the Farmers Elevator Co.'s elevator at 8:30 p. m., Oct. 1, destroyed about a carload of shelled corn. At no time was the elevator, on account of its concrete construction, in danger of burning, the fire being confined to the drier. Workmen had just finished installing an oil burning drier, and it was that the fire was caused by the carburetor not being adjusted properly. Four days later fire again started in the drier, damage being confined, as in the first instance, to the corn in the drier.

## CINCINNATI LETTER

L. F. Rodenberg, Cincinnati plant manager of the Union Solvents Corporation of New York, has been elected to active membership in the Board of Trade.

The official weighing facilities of the Board of Trade will be installed in the plant of the Union Solvents Corporation in addition to the extension of the use of the inspection and other facilities of the Board of Trade, which operates as a commercial exchange.

Anthony L. Heile, chairman of the board of directors of the Cincinnati Hay & Grain Co., died at his home in Covington, Ky., on Oct. 20, after a lingering illness, at the age of 66 years. He had been connected with the company for over 40 years. His wife died a year ago.

In the interest of economy, the board of directors of the Cincinnati Board of Trade, Inc., has authorized the re-organization of the inspection and weighing department. John O'Hara, who has been identified with the bond inspection and weighing department since its organization, was appointed inspector-in-charge, succeeding J. A. Hallam, who retires from the office of chief inspector on Oct. 31.

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# RATS

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C—P—C. Rat Exterminator is Prepared by the Makers of "Minrol-Protin" for Poultry, and a Full Line of Worm Remedies, Disinfectants, Sprays, Etc.  
**CONCENTRATE PRODUCTS COMPANY, 822 So. May St., Chicago, Ill.**

David Walter Hopkins has been elected first vice-pres. of the Board of Trade, succeeding Ralph H. Brown, resigned. Mr. Hopkins has served for seven years as a director of the board. He is a member of the Mutual Commission Co., and at the time of his elevation was second vice-pres. of the board. He was succeeded to the second vice-presidency by Elmer H. Heile, pres. of the Cincinnati Grain & Hay Co. Mr. Heile is the only member of the Board of Trade who has served continuously as a director of that institution since its formation over 14 years ago. He served 12 terms as sec'y of the board of directors and member of the executive com'te. Will G. Stueve was elected a director to fill the vacancy created by the resignation of Mr. Brown in the directorate. Mr. Brown has been a director since 1923, and during that period served as treas. for five years. He left Cincinnati several months ago to accept a position with the Grain Stabilization Corp. at Chicago.

## OKLAHOMA

Lovedale (Salt Springs p. o.), Okla.—Mail addressed to Lee Butcher at this station is returned marked "Moved."

Forgan, Okla.—In addition to making flour, the Choctaw Grain Co. will also do custom grinding of feed at the mill recently re-opened.

Guymon, Okla.—A new rubber covered cup belt, new 7 x 6½ V cups and Strong-Scott Head Drive have been installed by Phillips Bros. They were supplied by the White Star Co.

Hollister, Okla.—Mail addressed to Bob Hilton, at Hollister, is returned marked "Unclaimed." It was reported in June that Mr. Hilton was putting his elevator in shape for the new crop.

Healdton, Okla.—T. R. Bates has installed a wholesale stock of flour and feed in a recently purchased building and plans later to put in a feed grinding plant and possibly a plant for milling wheat also.

Guymon, Okla.—A new elevator was recently completed by Adlai Lewter. It was equipped with a rubber covered cup belt, 7 x 6½-in. V cups, a White Star Special boot, and an 8-in. distributor, supplied by the White Star Co.

Nowata, Okla.—Frank Spencer, grain buyer and operator here for 19 years, died unexpectedly, Oct. 6, in a local restaurant, where he was suddenly taken with a heart attack. For many years he operated the Rea-Patterson Milling Co.'s local elevator, later leasing the elevator and continuing its operation. A number of years ago he built an elevator of his own, which he sold about five years ago to Moberly & Son. His widow, three sons and one daughter survive him.

## PACIFIC NORTHWEST

Pocatello, Ida.—New V cups have been installed in the plant of the Pocatello Mill & Elvtr. Co. They were size 11 x 6½ in., supplied by the White Star Co.

Seattle, Wash.—Albers Bros. Milling Co. has abandoned temporarily plans for constructing a \$50,000 fireproof warehouse to replace the structure burned in June.

An opinion was recently handed down by Attorney-General Van Winkle, at the request of Max Gehlhar, director of the State Agricultural Dept., regarding warehouse licensing in Oregon. This opinion was that warehouses licensed under the U. S. Warehouse Act are not required to have a state license.

Seattle, Wash.—It was announced on Oct. 8 that an injunction to prevent further grain warehousing operations of the Northwestern Dock & Elvtr. Co. (subsidiary of Strauss & Co., of Portland) would be served. The company was charged with operating under Federal warehouse license only, having failed to obtain the necessary state license, and the injunction was intended to suspend operations until the company either complies with the state law or shows cause why it should not.

## PENNSYLVANIA

Weissport, Pa.—David O. Christman, retired Weissport grain elevator owner, died at his home in Allentown, Oct. 11, at the age of 70 years, after an illness of several months. For 35 years Mr. Christman operated an elevator here, retiring in 1926 and moving to Allentown. His wife and one son survive him.

Elkland, Pa.—The Elkland Roller Mills, closed for several years, have been purchased by Erie capital, overhauled, new machinery installed, including a grinder of large capacity, mixer and corn cracker, and are about ready to be re-opened. The mill is now electrically equipped, with individual motors for each machine. It will operate under the name of the Elkland Mills & Supply Co., with John M. Randall, of Erie, in charge.

## SOUTH DAKOTA

Hecla, S. D.—An attrition mill and two 25-h.p. motors have been installed by the Estee Elvtr. Co.

Freeman, S. D.—The Peoples Milling Co. has been organized by men of this community, with John A. Wipf as pres.

Willow Lake, S. D.—The Farmers Elvtr. Co. will rebuild the elevator recently destroyed by fire.

DeSmet, S. D.—A 26-inch attrition mill and two 30-h.p. motors were recently bot by Geo. P. Sexauer & Son for installation in their new feed mill here.

Huron, S. D.—The Huron Grain & Coal Co. has had an elevator moved to the foundation of its house that burned, and has bot a new head drive, with a 5-h.p. motor, ball-bearing boots, new belt, buckets, etc.

Groton, S. D.—William L. Cook, for over 30 years manager of the Ferney Farmers Co-op. Elvtrs. Co., headquarters at Groton, died recently at his home here after an illness of several months. He was 73 years old.

Dell Rapids, S. D.—Proceedings have been started by the Commercial Service Corp., as trustee, against the Farmers Grain Co. by which a mortgage on all the grain company's property will be foreclosed. This is reported as a friendly proceeding, the purpose of which is to effect a re-organization of the company on a sound financial basis.

Parker, S. D.—John E. Boyle, pioneer grain buyer of Beresford, S. D., and since 1926 with the Farmers Co-op. Elvtr. Co.'s elevator at Parker, until a few weeks ago when he resigned on account of failing health, died in a hospital at Rochester, Minn., on Oct. 4. Mr. Boyle had undergone two major operations, complications setting in after the second one. He is survived by his widow, a son and a daughter.

## SOUTHEAST

Booneville, Miss.—The establishment of a flour, corn and chop mill is being discussed here.

Harrington, Del.—R. L. Coulter & Son's mill, operating as the Greenwood Roller Mill, was recently damaged by fire; loss, \$5,000.

## TENNESSEE

Murfreesboro, Tenn.—The Dann Milling Co.'s warehouse burned early in the morning Oct. 16; loss, about \$1,000; insured. Defective wiring was thot to have been the cause.

Covington, Tenn.—The Overall Feed Store is erecting an addition in which will be installed a corn crusher and cleaner. It is also planned to install a meal bolter very soon.

Newbern, Tenn.—Riley L. Cole has taken over the old J. R. Cole Mill, repaired and added to the equipment and is now operating it. Crushing of all kinds of feed and grain as well as custom grinding of meal is done.

Memphis, Tenn.—A. C. Roberts, formerly associated with Gardner-Greer Grain Co. here for a number of years until the latter discontinued its grain business on Oct. 1, has engaged in business on his own account as the Roberts Hay & Grain Co., with offices at L. P. Cook's elevator. Mr. Roberts will specialize in receiving and shipping hay and ear corn.

McKenzie, Tenn.—The Model Milling Co., with headquarters at Jackson, where a large plant is operated, and with warehouses at Dyersburg, Tenn., and at Corinth, Miss., is installing new machinery and generally overhauling the plant (closed over a year ago) formerly occupied by the McKenzie Milling Co. It also plans to install at an early date a larger engine, of about 200 h.p., with the addition of which it will add corn meal and feed manufacturing to its flour manufacturing.

## TEXAS

Lubbock, Tex.—The Lubbock Grain & Feed Co. has just installed a corn meal milling plant.

Bronte, Tex.—The Bronte Grinding Co. is a new firm, composed of C. A. Myers, L. W. Beaty and W. H. Pairish, that is establishing a plant to grind all kinds of grain for feed.

Galveston, Tex.—The Stone Forwarding Co., of Houston and Galveston, has taken over the grain jobbing business formerly operated by the late J. S. Fordtran for the account of his widow. S. P. Perich is local manager.

Littlefield, Tex.—A feed mill and an electric mixer will be installed on the property of the P. W. Walker Seed & Grain Co. for the purpose of supplying feed for sheep, which are to be fed out here this year, and to do custom grinding and mixing for farmers.

Decatur, Tex.—The old 300-barrel mill of the Lillard Milling Co., recently purchased by the Kimbell interests, is being dismantled. Some of the machinery is being moved to Sherman for use in the new plant being built for the Diamond Mill & Elvtr. Co. The 100,000-bu. elevator is being preserved here.

Throckmorton, Tex.—The Throckmorton Mill & Elvtr. Co.'s plant burned at 1 a. m., Oct. 8, the fire originating in the engine room; loss, \$7,000 to building and machinery; no insurance; about 4,000 bus. of stored wheat, the property of farmers, also burned. C. T. Brockman and F. B. Stribling, owners, are reported to have said they would not rebuild the mill.

# FORT WORTH

*Is the Better Grain Market — Use It and Profit  
Try any of these Grain and Cotton Exchange Members:*

**Uhlmann Grain Co.**  
Cash and Futures

**Smith-Ingraham Grain Co.**  
Export and Consignments

**Transit Grain & Commission Co.**  
Consignments, Brokerage

**Rosenbaum Grain Corp.**  
Cash and Futures

Groom, Tex.—A 10,000-bu. addition to the Barnett-Fields Elevtr. Co.'s elevator was recently completed.

Hale Center, Tex.—D. P. Bates & Co., who have operated a feed grinding mill here for three years and a coal and feed business for almost 10 years, expect to have an up-to-date 50-barrel flour mill in operation by Nov. 1. Power will be furnished by a 100-h.p. gas engine, which will also operate a cornmeal mill and the present feed grinding machinery of the company. A warehouse is being remodeled to house the mill.

Sherman, Tex.—Rapid progress is being made on the new feed manufacturing plant of the Diamond Mill & Elevtr. Co., replacing the feed plant of the Kimbell interests at Wolf City, which burned several months ago. The new plant here is half completed. It will include 400,000 bus. of storage space in re-inforced concrete tanks (as reported previously in the Journals) and a feed manufacturing plant with capacity for making 20 cars of dairy and poultry feeds and 300 sacks of cornmeal daily. Jones-Hettelsater Construction Co. is doing the building.

Kingsville, Tex.—The grain elevator and part of the floor space of the Kingsville Produce & Milling Co.'s plant has been leased for a long term to John A. Wuensche, of Bishop, owner of a feed mill in that city, who will conduct a wholesale and retail grain trade and operate the feed mill here. The plant has a storage capacity of 25,000 bus. The Kingsville Produce & Milling Co. will continue to occupy the south part of the plant. Mr. Wuensche will continue the manufacture of stock and poultry feeds at Bishop and at the Kingsville plant will manufacture scratch feeds, corn chops and table meal.

## WISCONSIN

Milwaukee, Wis.—The rate of interest for November has been determined by the finance com'te of the Grain & Stock Exchange at 5½% per annum.

Waterford, Wis.—The Waterford Mills, George Healy proprietor, specializing in mixed feeds, recently built an addition to the north end of the mill, to be used for storage purposes.

Milwaukee, Wis.—The Froedtert Grain & Malting Co. on Oct. 23 started excavation for a 750,000-bu. addition to its Calumet Elevtr. Contract for construction has been let to the Stevens Engineering Co. This addition will give the company a total capacity of 2,050,000 bus. here.

## Fish Are Fattened for Market Like Pigs

A slough near Gilchrist lake, south of Glenwood, Minn., has been turned into a pen for fattening carp.

The fish are seined from the lakes and rivers during the spring months in accordance with state laws, placed in the carp pen and fattened for four months on shelled corn.

When ready for eastern markets the carp are placed in special tank cars and shipped alive.

Frank Coates is keeper of the carp pen. He says the fish take on considerable weight from their diet of shelled corn.

### [Continuation of Third Column]

would far exceed the aggregate of the various claims. It is a sufficient answer to this statement that, in asking for attorney fees, appellee is only asserting its statutory right. Article 2226, R. S. 1925. The policy of this state is, as declared by such statute, to allow an attorney fee under certain conditions where a just claim is refused by the party owing same, and the injured party is compelled to collect such claim through the courts, provided the attorney fee allowed does not exceed the sum of \$20. It is not for the courts to change the policy of this state as declared by its legislative enactments.—37 S. W. Rep. (2d) 299.

## Shipper Not Compelled to Prosecute Different Claims in One Suit

The Court of Civil Appeals of Texas on Feb. 7, 1931, denied the Gulf, C. & S. Ry. Co. a rehearing of the suit by the Pearlstone Mill & Elevator Co., Dallas, Tex., wherein the Pearlstone Co. got judgment for loss of grain in transit.

Track scale weights were used at points of origin and unloading, the cars being weighed empty and loaded. Pearlstone had his scales inspected regularly by an inspector of railway scales. These weights were presented to appellant, accepted by it as the weight of the wheat, and placed this net weight on the B/L as representing the amount of grain in the car.

In each of the 98 shipments, the net weight of the consignee was less than appellee's net weight. Appellee accepted the consignee's weights, as to the amount of grain received on each shipment, as correct, and, by subtracting the consignee's net weight from its own net weight, arrived at the alleged shortage. In all but three or four of the cars, the tare or empty car weight, as determined by the scales of the consignee, was greater than such weight as determined by the scales of appellee. Appellant contends that this difference in the weights of the empty cars is conclusive proof of its alleged inaccuracy in appellee's weights; while appellee contends that the difference is caused either by the fact that appellant permitted some wheat to remain in the car after it was unloaded, or by the fact that wheat had sifted thru openings in the inner wall of appellant's cars and remained unloaded between the walls of such car, thereby causing the increased weight of the empty car when weighed on the consignee's scales.

In each of the four suits that had been filed, appellee had given the required statutory notice and had prayed for the recovery of an attorney fee of \$10, under article 2226, R. S. 1925, which allows, in suits to establish such claims, a reasonable attorney fee not exceeding \$20. In the claims not then in suit, appellee had given the statutory notice and intended in the near future to file a separate suit in justice court on each of such claims, and to make demand in each suit for an attorney fee of \$10; the amount of each claim, including the \$10 attorney fee, is less than \$20, and hence no case arising under these claims can be appealed to the county court. One of the suits had been prosecuted to judgment, in which appellee recovered \$1.21 as the value of the shortage of the wheat and \$10 as a reasonable attorney fee to prosecute such claim to judgment.

Foreseeing that it would lose every suit without opportunity to delay payment by appeal the railroad company petitioned the district court of Dallas County for an injunction restraining the Pearlstone Co. from prosecuting separate suits, and to compel appellee, Pearlstone, to combine all in one suit.

From November 17, 1928, to March 11, 1930, appellee, owner of large grain elevators in the city of Dallas, shipped to various consignees over appellant's railways 98 cars of grain, each car under a separate contract of shipment with a separate waybill and B/L; 76 of these shipments were to consignees in the city of Dallas, 11 to consignees in the city of Fort Worth, 5 to consignees in the city of McKinney, 3 to consignees in the city of Sherman, and 3 to consignees in the city of Waco. On each shipment appellee claimed a shortage of grain, occurring thru the negligence of appellant, of a value varying from 52 cents, the minimum claim, to \$9.93, the maximum. Appellee contends that these various shortages were

caused in different ways, principally, "by leaks in the cars in transit, by appellant permitting some wheat to remain in the cars when unloaded, and by wheat working out thru open cracks into the space between the walls of the freight cars, where it remained when the cars were unloaded."

Appellant contends that no such shortage actually existed, and that the apparent shortage was the result of the inaccuracy of appellee's weights.

**The Court said:** The theory of appellant is that appellee has filed and is threatening to file a great many suits in a justice court for small shipment claims, in all of which the jurisdiction of the justice court is final, and that, tho it has a valid defense to each of such claims, a jury cannot be guided as to the law of the case by a charge from the court, and unaided by the court must pass upon the law as well as the facts; that, by reason of the great number of suits and the statutory claim for an attorney fee, appellant will suffer a great loss in money and time in preparing and presenting its defense to each separate suit.

The theory of appellee is that the case is not one to invoke the equity jurisdiction of a court, on the doctrine of preventing a multiplicity of suits, for the reason that each claim presented rests on the alleged breach of a single contract of shipment, each resting on separate and distinct acts of negligence, requiring, as to each claim, separate and distinct proof to establish the fact of negligence, showing either that the freight car which carried the particular shipment leaked, or that appellant permitted wheat to remain in the car when unloaded, or that wheat worked through open cracks into the space between the walls of said car, where it remained unloaded; that either the establishment or failure to establish one or more of such alleged acts of negligence as to one claim would have no bearing or effect on establishing such alleged acts as to any other claim.

Suppose the relief for which appellant prays were granted and at the trial, as to every third shipment of grain made during the two years and more in which these shipments occurred, appellee established a prima facie case of shortage, and that appellant failed in its defense of error in weights, but in the remaining two-thirds of the shipments, while appellee made its prima facie case, appellant met such case by evidence on error of weights, sufficient to warrant a finding by the jury in its favor, can it be said that the jury would not be confused in passing upon evidence that showed correct weights and a shortage in certain instances and in certain other instances tended strongly to show only apparent shortage because of incorrect weight? Suppose, again, appellant should establish in a shipment made in December, 1928, the apparent shortage was not real, but existed only because of an error in weighing. This established fact would not be admissible evidence by appellant to establish incorrect weights in a shipment of June, 1929; yet, if the appellant were allowed to prevail in this suit, this evidence would be before the jury in its consideration of the June shipment. Likewise, if on a shipment in January, 1929, appellee should establish the fact of correct weights, it would not avail appellee as evidence to establish a correct weight on a shipment in March, 1930; yet, if appellant should prevail in this suit, such evidence would be before the jury for its consequent effect on issues to which it was not relevant. Hence appears the wisdom of the rule requiring, as a condition precedent to invoke the jurisdiction of a court of equity in cases of this class, that each claim must rest on virtually the same evidence on which each of the other claims rests.

It is urged by appellant that, unless appellee be compelled to join these claims in one suit, a justice court judgment would be final, and appellant would be denied the right to have the law controlling the establishment of these claims charged to a jury. That is true, but the law is very simple, and to deny a justice court jurisdiction on such a ground would be, in effect, to abolish such courts.

Appellant further claims that it would suffer a hardship in the expense of trying several suits. This is not a ground for invoking the equity jurisdiction of a court in this character of cases. See authorities above cited.

**Attorney's Fee.**—Finally, appellant claims that appellee is seeking to recover a reasonable attorney fee, alleged to be the sum of \$10, in each case, and that this would work a manifest hardship on appellant, in that, the aggregate of the attorney fees recovered

[Concluded in column 1]

## Grain Carriers

**San Francisco, Cal.**—The United States Lines Co. has been formed for the purchase of the lines from the Shipping Board.

**Car loadings** during the week ended Oct. 10 included 36,707 cars loaded with grain or grain products, against 40,571 cars a year ago.

**Vessel tonnage** exceeds the demand at Duluth and the chartering is slow, with the rate continuing at 1½ cents per bu. on wheat to Buffalo.

**Of the 32** railroads which may not earn compulsory charges this year a 5% reduction in wages would enable 12 to turn their loss into a profit.

**The Alton** has filed a tariff effective Nov. 20 increasing the rate on grain from McCarthy, Yeomans, Rees, Clements, Brown-ton and Jacksonville, Ill., to East St. Louis.

**The Duluth Board of Trade** by F. S. Keiser, traffic manager, has petitioned the Interstate Commerce Commission for a proportional rate of 15c per 100 lbs. on wheat from Omaha, to Duluth, when not stopped in transit.

**Washington, D. C.**—The Shipping Board on Oct. 21 granted the request of the Waterman Steamship Co. for permission to lift grain at New Orleans and Texas ports for Europe provided the consent of the other lines engaged in the trade is obtained.

**Decatur, Ill.**—Illinois Central Railroad Co.'s supplement No. 4 to tariff No. 7679-R, Ill. C. C. No. A-1221, effective Nov. 10, provides that the rate applicable on soya beans stopped in transit at Decatur, Ill., will be the thru rate on grain products, point of origin to final destination, plus 2.5 cents per 100 pounds, also plus the switching charge in effect at Decatur, Ill., from the elevator where the soya beans were stored to the mill.

**San Francisco, Cal.**—On complaint by the Albers Bros. Milling Co. and the Lewis-Simas-Jones Co. the Western Pacific Railroad Co. has been ordered to remove the discrimination in favor of the Globe Grain & Milling Co. on the rails of the State Belt Railway. The Western Pacific has been absorbing \$3.50 of the \$4.50 switching charge, while the complainants have been paying \$2.70 per car that accrued to the Southern Pacific Co.

**Farm wages** Oct. 1 were the lowest since 1916, being 113% of the pre-war level.

**The world's grain exhibition** and conference that was to have been held in Regina, Sask., in 1932 has been postponed until 1933.

**Australian wheat crop** prospects range from 165 million to 182 million bus., according to cable Oct. 19, from U. S. Agricultural Commissioner, E. C. Paxton at Sydney.

**Rep. La Guardia** of New York will re-introduce his bill, R. 5412, prohibiting short selling of stocks. He has made no progress with it since its introduction Nov. 21, 1929.

**Four farmers** of western Kansas have petitioned the court at Wichita for the appointment of a receiver for the Kansas Co-operative Wheat Marketing Ass'n, alleging mismanagement.

**Topeka, Kan.**—Bob West, a 17-year-old lad from Almota, was named champion wheat grower of Kansas at the Kansas State Fair, where his sample of No. 1 dark hard wheat, with 14.65% protein and 62.8 lb. bu. weight, outstripped the competition of many veteran farmers.

## Decisions and New Complaints

Before the Interstate Commerce Commission:

**No. 24751.**—L. L. Olds Seed Company, Madison, Wis., v. The Big Fork & International Falls Railway. Against rates on alfalfa seed, alsike clover seed and sweet clover seed, from points in Idaho, Minnesota, North Dakota and South Dakota to Madison.

**No. 24768.**—Mitchellhill Seed Co., St. Joseph, Mo., v. the Atchison, Topeka & Santa Fe Railway. Against rates and charges based on Class B or higher on sweet clover seed, carloads, from points of origin in South Dakota, Wisconsin, Minnesota, Iowa and Illinois, to points in Iowa, Missouri and Kansas as in violation of section 1.

**No. 24412.** Willis Norton Co. v. C. R. I. & P. Examiner Charles A. Rice recommends reparation on finding rates, wheat, points in Kansas, Colorado and Nebraska, accorded transit at Topeka, Kan., and the wheat products of bran and shorts forwarded to points east of the Mississippi River, inapplicable. Applicable rates were those applicable to bran and shorts.

**No. 24755.**—Henry C. Stuart, Elk Garden, Va., v. Norfolk & Western Railway. Against charges on shipments of hay, feed and livestock between points in Virginia and points of origin in New York, Wisconsin, Kentucky, South Carolina, Ohio, Georgia, North Carolina and Virginia to points in the drought-stricken area of Virginia by reason of alleged cancellation of permits in 1930.

**No. 24189.**—Blaker Milling Co. v. Missouri Pacific. By division 3. Rates charged, wheat, Elmo, Salina and Lindsborg, Kan., to Pleasanton, Kan., there milled in transit into flour and feed and the products forwarded to St. Louis and Annapolis, Mo., inapplicable. Applicable rates, flour, Elmo to St. Louis and Annapolis, 31 and 37.5 cents, respectively; applicable rate, feed, Salina and Lindsborg to Annapolis, 35.5 cents. Reparation awarded.

**No. 23476.** Smith & Scott, Inc., v. A. T. & S. F. et al., and cases grouped therewith. Examiner Myron Witters has recommended dismissal of the complaints involving rates and rules on grain and grain products. The report also embraces No. 23692, Los Angeles Grain Exchange v. S. P. et al.; and four sub numbers thereunder, Globe Grain & Milling Co. v. Same; J. B. Hill & Co. v. Same; Tarr & McComb Corporation v. Same and Taylor Milling Co. v. Same. In his conclusions the examiner said: The Commission should find that the rates and rules assailed on grain and grain products from transcontinental groups F and G in Kansas, Nebraska and Colorado, given transit by the Rock Island at Missouri River points and reshipped to points in California, and milled in transit at Los Angeles, Colton, Sacramento or San Francisco, Calif., under the Southern Pacific transit arrangement, and reshipped to destinations not located on the Southern Pacific, were and are inapplicable. The Commission should further find that on similar shipments diverted or reconsigned from Los Angeles, Colton, Sacramento or San Francisco to destinations in California not located on the Southern Pacific the rates and rules assailed were and are not inapplicable, unreasonable, unjustly discriminatory or unduly prejudicial, and that public interest does not require the establishment of through routes and joint rates from and to such points.

**Margin alone** does not determine income; margin times sales, less expense shows the grain man whether or not he has a profit.

## Rate Increase of 15% Denied by Commission

The Interstate Commerce Commission on Oct. 20 denied the request of the railroad companies for an increase of 15% in rates.

The Commission's chief objection was that a rate advance would stimulate new competitive forces that are already rapidly developing.

No increase would be permitted in any event on grain, mill and farm products; but the Commission will permit increases on several named commodities on condition that these increases be segregated from the earnings of the companies and diverted to weak lines.

The Ass'n of Railway Executives, meeting at Atlantic City, N. J., Oct. 22, declined to accept the pooling proposition, without certain reservations, which are as follows:

1. That the Commission's pool plan should be adopted if certain obstacles can be surmounted.

2. That the increased earnings resulting from the rise in freight rates should be pooled, the pool to be administered by the railroads, not a government agency.

3. That, while weaker roads will be granted funds from the pool, the funds will be loans, not gifts.

4. That railroads accepting such loans will not pay dividends.

5. That the ass'n cease consideration of the plan until their appointed committee has conferred with the Commission and pronounced itself ready to report.

## Pool President Is Dead

A. J. McPhail, president of the Saskatchewan Wheat Pool since its organization in 1924, died at Regina on the morning of Oct. 21.

Two weeks before he had been operated upon for appendicitis, and was supposed to be convalescing, but a clot in the blood stream affected the heart.

He was born in Ontario 47 years ago and with his parents went to Minnedosa, Man., where the family took up a farm. Later he removed to a farm at Ladstock, Sask., and always was a farmer by occupation, tho officially residing at Regina. He was a delegate to and later chosen sec'y of the Saskatchewan Grain Growers Ass'n.



A. J. McPhail, Pool President

### Insurance Notes

**Indianapolis, Ind.**—Since Oct. 5 the Grain Dealers Fire Ins. Co. has been located at its new quarters, 1740 N. Meridian street.

**Scircleville, Ind.**—The importance of maintaining watch after a fire has apparently been extinguished was demonstrated here recently. The volunteer fire department put out a fire in the cob house of the Central States Elevator at 6 p. m. Jesse G. Doane, manager, remained to keep watch and was rewarded at 11 p. m. by discovering a faint glow at the top of the partition between the dust house and the cob house. The fire engine was called again and put out the fire in smoldering dust on top of a 2x6 plate. As there had been no sparks in the elevator cupola this second fire was an original one due to spontaneous combustion of the encrusted dust that had been wetted by water running down the cob spout.

### Lightning Rod Industry's Trade Practice Rules

The Federal Trade Commission on Oct. 14 announced the acceptance by the lightning rod industry of the trade practice rules as rewritten by the Commission.

The secret payment of rebates with the effect of injuring a competitor is forbidden.

It is declared unfair to discriminate in price between purchasers when discrimination tends to create a monopoly.

Rule 7 declares that "The practice of shipping or delivering products which do not conform to the samples submitted or representations made prior to securing the orders, without the consent of the purchasers to such substitutions, and with the effect of deceiving or misleading purchasers, and the tendency to injuriously affect the business of competitors, is an unfair trade practice."

It was resolved that "It is the judgment of this conference that the industry should adopt in cooperation with buyers a standard form of contract which will thoroughly protect the rights of both buyers and sellers."

### For Referendum on 18th Amendment

The Cincinnati Board of Trade directors have written the Ohio senators and representatives from the Cincinnati district requesting them to do everything possible to promote the passage by Congress, at its next session, of necessary legislation so that an amendment in the Constitution of the United States proposing a substitute for the Eighteenth Amendment will be submitted to the several states.

The Board was unanimous in endorsing in principle the view expressed by the American Legion, that Prohibition no longer is a political question but that it is an economic problem.

In their opinion the Prohibition question is political insofar as the people of these United States are deprived of the privilege of effectively voicing themselves in the matter after more than ten years of the "Unsuccessful Experiment." They believe that our legislators should no longer decline to respect the demand from all sides.

The directors have sent a copy of their letter to other commercial organizations in the hope that they will take similar action.

**In Russia** the total acreage reaped up to Sept. 10 was 84,288,000 hectares [208,335,648 acres] or 88.6 per cent of the spring grain area and 43.7 per cent of the winter grain area. In 1930 the total grain harvest amounted to 87,364,480 metric tons, of which 28,360,000 were of wheat, from a total sown area of 252,042,000 acres, of which 8,348,026 acres were in wheat.

### Forecast of Wheat Price Trend

In its monthly forecast of the wheat price trend the extension service of the Kansas State College says, "Lower cash wheat prices are in prospect for most of the next thirty days, judging from present known facts. A period of seasonal weakness is just ahead. Business conditions have not shown the seasonal improvement that would encourage sustained mill buying in the United States and the course of the stock market discourages new speculative entries into the wheat market."

"Only twice in the last 10 years has top No. 2 hard wheat at Kansas City reached a higher price during the first 10 days of November than was reached during the first 10 days of October. The two exceptional years when prices were higher the first part of November were 1922 and 1924, both years of small European crops—a situation that does not exist this year."

### Preparing for Real Beer

The recent purchase by the Pabst Corporation of the Atlas Elevator at Milwaukee, Wis., is an expression of confidence that the manufacture of real beer will soon be legalized.

The corporation will begin receiving barley immediately, and will malt it and place it in storage. Barley at present is selling at about 55 cents; and W. R. Greenlee of the company, declares he believed it would double in price if the restrictions of the Volstead Act on the manufacture of beer were removed.

Victor A. Johnston, former editor of the official organ of the Northwest Grain Assn., said he could no longer "alibi the Farm Board" and its Farmers National Grain Corporation "in this masquerade in the name of co-operative marketing which now menaces the producer it was supposed to help."

## Seventeen Years Ago--

The first Randolph Grain Drier was put into operation.

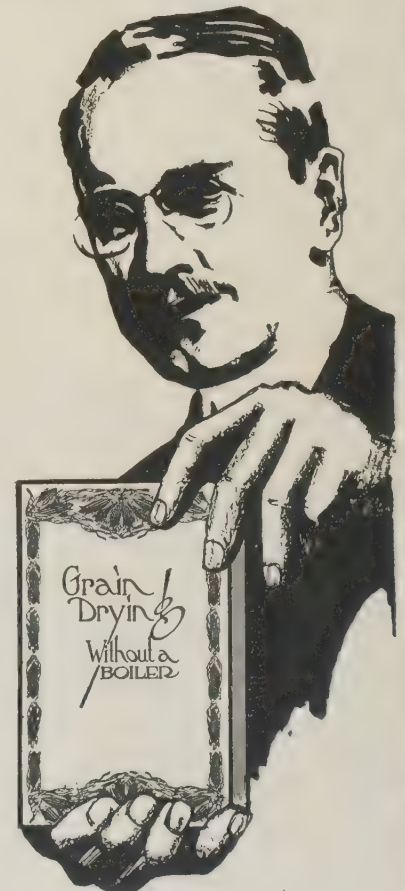
## -- And Today

Randolph is the selected Grain Drying Equipment for elevators and mills throughout the United States and Foreign Countries.

Engineers of large elevators and mills—men who keep in touch with all modern developments—who are constantly investigating improved methods—were among the first to prove the value of the Randolph Grain Drier as an additional insurance against losses in business. But—before they became regular users of the Randolph, they made the most rigid investigations of its practicability, its economy and its efficiency of operation.

*The Original Randolph Principle of Direct Heat Drying Is Fully Protected by Patents.*

Upon request we shall be glad to send you our catalogue giving complete information on the Randolph Grain Drier and how this Drier was originally developed to meet every requirement for handling all kinds of grain, seeds and beans.



**O. W. RANDOLPH COMPANY**  
TOLEDO, OHIO, U. S. A.

# Field Seeds

**Mt. Vernon, Wash.**—The Skagit Seed Co. is building a storage warehouse, 50 by 90 feet.

**Grand Rapids, Mich.**—L. S. Markley, formerly with the Alfred J. Brown Seed Co., has gone with the Isbell Seed Co. at Jackson.

**Wapakoneta, O.**—The Ohio Seed Co. has been incorporated with \$10,000 capital stock by E. S. Sheets, Irene Norwood and R. Norwood.

**Astoria, Ore.**—E. W. McMIndes, Inc., has been organized by E. W. McMIndes, who recently resigned as county agent, to sell bent grass seed on a brokerage or commission basis.

**Wichita, Kan.**—M. L. McCausland has sold his interest in the Ross Seed Co. and has retired after 33 years in the service of the company. His interest was purchased by A. A. Reiff. W. J. Stevens, formerly of Binding-Stevens Seed Co., is now in active charge.

**Lexington, Ky.**—C. S. Brent, pres. of the C. S. Brent Seed Co., has been appointed to represent the Federal Farm Board to check the seed held in storage by the Orchard Grass Seed Co-operative at Louisville and Eminence, Ky., to determine the kind and quality as the basis of loans.

**Valley, Neb.**—C. Herbert Coy died at Los Angeles, Cal., Oct. 6. He was pres. of the C. Herbert Coy Seed Co., which was taken over recently by the O. & M. Seed Co., of Green Springs, O. He was born in New York state in 1859 and began in the seed business at Hebron, N. Y., with his father, later joining his uncle, Chauncey C. Coy, at Waterloo and Valley, Neb., whose interest he purchased in 1904.

**Mitchell, S. D.**—The Federal Trade Commission has a complaint against the Dakota Alfalfa Growers. This partnership engaged in the sale of uncertified and unregistered alfalfa seed purchased from a growers' finance association, advertises that seed comes direct from a growers' association interested in developing hardy seed, and is registered as U. S. Registry 223047, and uses the tags of blue and red adopted by Idaho crop im-

provement associations to indicate high grade products certified under state inspection.

## Soil Infestation of Stinking Smut Being Studied

Under the suspicion that stinking smut may live in the ground over winter and infect the growing plant as it develops in the spring, scientists of the U. S. D. A. are now conducting a study of soil infestation as a factor in the appearance of smut in winter wheat. This follows the heavy shipping of smutty wheat from the hard winter wheat sections.

Small plots of treated winter wheat seed are being sown at 10-day intervals at the experiment stations in Utah, Idaho, Montana, Nebraska, Oregon and Washington, and season records of moisture and temperature are being kept to determine the relationship of these and the time of planting to the development of smut from infested soil.

The possibility of soil being infested with smut is only another argument for treatment of seed with copper carbonate, which stays on the seed, when properly mixed, until the plants get a good start.

## High Protein Wheat Being Developed

High protein content is one of the outstanding characteristics of Marion, a new variety of hard red winter wheat, selected by John Bartel, of Hillsboro, Marion County, Kansas, now under observation by the Agronomy Department of the Kansas State College at Manhattan, according to John H. Parker, agronomist in charge of small grain and sorghum breeding. When he sent the sample of seed to the College in September a year ago, Mr. Bartel wrote:

Six years ago, when our wheat crop was almost entirely destroyed by fly, I noticed a bunch of wheat (about 20 heads) of a deep golden color and unaffected by fly. I sowed that wheat separate and continued doing so until last year when I sold about 400 bus. for seed to the neighbors. They all like it, as it seems to yield a little better than ordinary wheat.

All this wheat grown on upland yielded from 20 to 40 bus. per acre. It seems a little earlier and has a strong straw and does not shed easily. The neighbors and I are selling quite a lot for seed again this year.

During the past season Marion showed a little lower yield than Kanred, Blackhull and Tenmarq in the winter wheat breeding nursery at Manhattan, running 43.3 bus. compared with 51.3, 46.2 and 49.2, respectively. But its protein content was stronger, running 15.90% as compared with 13.25%, 14.20% and 13.45%, respectively, in the others.

The Corn Products Refining Co. has resumed operations on a six-day basis instead of five days a week at Argo and Pekin, Ill., and Kansas City, Mo.

## A Quarter of a Century of Seed Improvement

By A. L. STONE before Wisconsin Seed Council

In its efforts to improve the barleys being grown in the state, the Agronomy Department of the Wisconsin Exp. Sta. obtained strains of barleys from various sources, and among others some strains which had come directly from Manchuria in Asia. Another strain which proved very satisfactory for use in Wisconsin was one obtained from Germany but which Germany had obtained from Manchuria. The barleys obtained directly from Manchuria were called Manchurian, those from Germany Oderbrucker. These particular strains proved to be the most desirable of any and were included in the breeding grounds of the Experiment Station in an effort to get a pure and high yielding strain to be distributed to the farmers of the state. Out of these selections requiring approximately eleven years of time to perfect, came the pedigree No. 5 and 9 which have monopolized the barley production of the state of Wisconsin for the last twenty years. Recently a new, six rowed smooth awned barley has been produced known as Wis. No. 38. Out of a number of strains of Swedish Select oats which were put into the breeding plots there finally came Wis. Pedigree No. 5. From several strains of the Silver Mine was developed Wisconsin Pedigree No. 1, from strains of Kherson oats came the Wisconsin Pedigree No. 5, and through a cross of Kherson and Big 4 oats came the Wisconsin Pedigree No. 19 or White Cross. Through selections of two strains of rye obtained from Europe were developed the Ped. 1 and 2 ryes, which are standard in Wisconsin even up to the present time. From selections of winter wheat have been developed a Wisconsin Pedigree No. 2 and Ashkoff winter wheat, and Progress Spring wheat. It probably is safe to assume that of all of the cereal crops being grown in the state today, 95 per cent or more consist of the progeny of these improved strains developed at the Experiment Station.

**Corn.**—From all the various strains obtained from other states and from individual farmers within the state have been developed the Silver King, Wis. No. 7; Golden Glow, Wis. No. 12; Early Yellow Dent, Wis. No. 8; and Northern Yellow Dent, Wis. No. 25; suited to the various sections of the state from north to south. Here again it is safe to assume that 95 per cent of the corn grown in the state consists of these standard varieties produced at the Experiment Station.

In 1901 the Wisconsin Experiment Association was organized to perform the same identical functions as are performed by organizations in other states known as Crop Breeders Associations. Membership of the Wisconsin Experiment Association was limited to men who had taken some work either at the Wisconsin or some other college of Agriculture. Hence they were all prepared to take over specified quantities of seed of the new crops and intelligently supervise

## Directory

### Grass and Field Seed Dealers

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

#### KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

#### LOUISVILLE, KY.

Louisville Seed Co., seed merchants.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

#### PHOENIX, ARIZ.

Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.

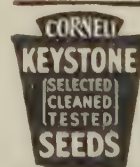
#### ST. LOUIS, MO.

Cornell Seed Co., field seed merchants.

Mangelsdorf & Bros., Ed. F., wholesale field seeds.

#### SEDGWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.



## CORNELL SEED CO.

FIELD SEEDS  
BUYERS & SELLERS  
ST. LOUIS, MO.

## CRABBS REYNOLDS TAYLOR CO.

CRAWFORDSVILLE, IND.

### GRAIN

Clover and Timothy Seeds

GET IN TOUCH WITH US

## LOUISVILLE SEED CO.

BUYERS AND SELLERS

All varieties CLOVER, FIELD and GRASS  
SEED, SOY BEANS and COW PEAS

226 No. 15th St.

LOUISVILLE, KY.

Long Dist. Phone 6727-6728

## ED. F. MANGELSDORF & BRO.

Buyers and sellers of  
Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri

the trials of them, reporting back to the Agronomy Department on blanks furnished for the purpose the results of the trials in their communities.

The third agency involved in this good seed program has been the extension forces of the Wisconsin College of Agriculture. After these improved grains had been developed by the Experiment Station the farmers of the state had to be educated to their value, and this educational program was carried to them by the crops extension specialists of the Agronomy Department throughout the state.

The fourth agency involved in this program is the State Department of Agriculture and Markets, the functions of which have been largely regulatory, governing the control of seed sales within the state by wholesale and retail seed dealers. While the function of the Department of Agriculture and Markets has been the enforcement of the state seed law enacted in 1909 and providing for the sale of properly labeled and high grade seed in the state, the efforts to enforce the law have always been accompanied by a co-operative spirit endeavoring to help the seedsmen and the local dealers in working out the best possible plan for supplying the farmers with good seed. Annual conferences of seedsmen and seed dealers like the one now on have been held for several years in an effort to get a better understanding on the part of the State Department of Agriculture and Markets of the problems which confront seedsmen and seed dealers and the extent to which law enforcement can properly be carried.

The wholesale seed companies of Wisconsin who are the fifth agency have not only installed intricate and high priced cleaning machinery in order to put the seed into satisfactory condition, but the majority of them employ trained seed analysts to test every lot of seed which they purchase and which they intend to sell, so that when the seed is shipped to the local dealers from the wholesaler's warehouse it has been tested and properly labeled. The fine co-operative spirit shown by the wholesale seed dealers of Wisconsin in an effort to fit into a good seed program of the state certainly is highly commendable. The large majority of the local dealers also have not only sold the seed to farmers but in many cases given them advice as to methods of handling. They also have often advised farmers as to the wisdom or lack of wisdom of buying seeds from different sources in the United States, and both wholesaler and retailer certainly have done their part toward carrying out a good seed program.

The farmers of Wisconsin have become educated to the need for the use of good seed, and they now are demanding that the seed they purchase shall be such as will produce high yields, is what it is claimed to be as to variety and adaptability for use in the state, that it shall be high in germination, and that it shall be free from trash, adulterants, and other crop seeds and weed seeds.

"The Farmers National Grain Corporation," says the Minneapolis Journal, "if it is subject to no control by the Farm Board, evidently is not responsible even to Congress."

At a white house conference recently it was announced the administration had undertaken to widen its farm relief program to aid the individual farmer and private dealer to export surplus crops, and no longer confine governmental assistance to the farmer controlled co-operatives.

### Imports and Exports of Seeds

Imports and exports of seeds for August, compared with August, 1930, and for eight months ending August, are reported by the Bureau of Foreign and Domestic Commerce, in pounds, as follows:

IMPORTS				
	August 1931	8 Mos. Ending August 1930	1931	1930
Alfalfa .....			98,090	289,173
Red clover.....			1,947,042	1,743,581
Alsike .....			94,428	4,197,554
Crimson clover..	1,196,069	2,660,536	1,725,640	3,017,143
Other clover....	1,195	38,114	450,848	999,140
Grass .....	571,556	350,993	4,286,195	3,374,657
Vetch .....	496,018	43,694	2,099,401	1,349,808
EXPORTS				
Alfalfa .....	7,410	114,711	109,177	693,208
Red clover.....			437,151	333,108
Other clover....	1,000	9,260	149,002	512,945
Timothy .....	249,324	515,392	5,240,116	7,733,716
Other grass seeds .....	136,761	318,998	1,985,803	4,080,942
Other field seeds .....	44,530	136,942	1,176,754	2,008,885

### Some Corn Diseases Carried in Seed

Best results from the selection of seed corn are achieved when the seed is selected from normally ripening stalks, according to R. C. Thomas of the Department of Botany & Plant Pathology at the Ohio Experiment Station. With the approach of maturity the disease free plants stand out in marked contrast to the plants suffering from disease, or showing disposition to ripen prematurely.

Presence of smut balls upon the stalk or of rust upon the leaves does not make it necessary to discard a plant, for neither of these diseases is carried on the seed. They are borne on the wind. Dry ear rot, and bacterial blight do not fall in the same class.

### Garnet Wheat To Be Graded Separately in Canada

The Western Grain Standards Board at its meeting at Winnipeg, Man., Oct. 16 adopted a resolution that the classification of garnet wheat in the No. 2 and No. 3 northern grades be discontinued and that new grades be established for No. 1, No. 2 and No. 3 garnet.

This action if approved will have the effect of protecting millers requiring the northern grades from having garnet wheat delivered to them on contract.

Herbert Sellers, on behalf of the millers of Canada, told the Board that garnet wheat was doing injury to the general quality of northern wheat.

Dr. F. J. Birchard stated that the results from garnet were not as good as those from marquis wheat, but when the mixture of garnet was less than 30 per cent it made little difference in the flour.

If approved the change will be effective Aug. 1.

### Seed Loan Collection Has Begun

Uncle Sam has started collection on his seed and feed loans down in Texas, sending agents into the country in much the same way as the farm implement manufacturers. The Texas loans, made thru the government office at St. Louis, were principally concerned with cotton. Eighteen agents are reported to be on the field collecting staff.

A total of \$7.50 per bale, plus the cottonseed, is allowed for harvesting and ginning costs, and the cotton is accepted at 6 cents per lb., and charged with a reasonable amount for storage, insurance and interest, if the farmer accepts the responsibility for holding it off the market. When sufficient cotton has been put in the warehouse to satisfy the loan, the grower is permitted to dispose of the remainder of his crop, if any, as he sees fit.

Actual costs are being allowed for harvesting feed and sales to satisfy the feed loans are not being required unless the farmer has a surplus.

Some circles look upon the government loaning agency as lenient. But if an ear is given to general gossip which does not commonly find itself in print, what else can the government be? Uncle Sam has his choice about making lenient allowances or going out into the field himself and doing his own harvesting. It is understood that in many cases the net returns would not satisfy the amount of the loan. Buyers in open market must investigate title to crops, else they may be called upon to make good liens not reported by farmer.

A bakery with a capacity of 9,000 loaves of bread per hour is being built at St. Louis by the Kroger Grocery & Baking Co., at a cost of \$750,000.

## Supply Trade

Chicago, Ill.—Lewis A. Stinson, one of the pioneer grain elevator engineers of the country, died at his home in Oak Park, Oct. 26.

Chicago, Ill.—N. C. Webster, local manager for the Richardson Scale Co., announces the removal of his offices to Suite 1000, Old Colony Bldg., 407 S. Dearborn St.


Wichita, Kan.—A new catalog is now on the presses for the White Star Co., jobbers and manufacturers of grain elevator equipment and supplies. It will be available to the trade early in November. If you don't get a copy drop them a line.

Chicago, Ill.—During the month of October, Zeleny Thermometer System was installed in 44 bins for the Archer-Daniels-Midland Co., Minneapolis, Minn., 157 bins for the Kansas-Missouri Elevator Co., Kansas City, Mo.

Chicago, Ill.—Albert Jefferson Sayers, 61 years old, passed away at his home Oct. 11. Mr. Sayers was head of the Coal Tipple and Coal Washery Department of Link-Belt Co. In the 32 years of his affiliation with the company, Mr. Sayers became a leading factor in the mechanical handling, screening and washing of coal.

The path to the door of the better mouse trap builder is producing a crop of weeds. The reason? It's simply this: He failed to advertise. Nowadays elevator operators with a buying need to satisfy don't wander aimlessly about. They take the quickest, surest and most convenient method of finding the things they want. They consult the advertising columns of their favorite trade paper.

**Courteen Seed Co.**  
Established 1892  
**Milwaukee**



**Specialize in**

**ALL CLOVERS**

**TIMOTHY**

**and**

**ALFALFA**

*Your Offers and Inquiries Solicited*

## Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

**Warehousemen.**—Statute imposing upon warehousemen duty to mark on negotiable receipts goods covered thereby which are withdrawn does not regulate rights of parties asserting conflicting privileges under warehouse receipts (Act No. 221 of 1908, § 12).—*Harrington v. Brown Cotton Oil Co.* Supreme Court of Louisiana. 136 South. 305.

**Taxation.**—Produce ass'n marketing produce and purchasing supplies for members and paying dividends to stockholders with substantial sums for surplus and reserve held not exempt from income tax (Revenue Act 1921, § 231 (11); Revenue Act 1924, § 231 (11), 26 USCA § 982 note).—*South Carolina Produce Ass'n v. Commissioner of Internal Revenue.* U. S. Circuit Court of Appeals. 50 Fed. (2d) 742.

**Chattel Mortgage Ineffective until Delivery.**—Lien of chattel mortgage not recorded or delivered until after sale of property by mortgagor was not prior to rights of buyer. Altho chattel mortgage covering corn purported to be dated prior to sale thereof by mortgagor, it was not acknowledged or filed or delivered to mortgagee until the day following execution of bill of sale for corn then in elevator.—*Meredith v. Beadle.* Turner intervenor. Supreme Court of Iowa. 233 N. W. 512.

**Exchange Brokers.**—Under evidence, brokers held not negligent in delaying to inform customer of rejection of cancellation orders, and execution of buy and sell orders. The evidence showed that an emergency verging on a panic existed, and that trading in stock in question was suspended because of emergency prevailing in trading in such stock on floor of exchange. Effect of rule, giving 10-minute period before opening of trading when cancellation and buy and sell orders may be rejected, should continue when by reason of abnormal flood of orders that period was necessarily extended. Evidence was uncontradicted that, during any period required for purposes of permitting specialists to make up a book, it was customary to refuse all orders including cancellations.—*Cisler v. Ray.* Supreme Court of California. 299 Pac. 62.

**Taxation.**—The evidence showed that malt was consigned to seller's order with instructions to notify buyer; that Bs/L were forwarded, with attached invoices and drafts on buyer, to bank, with instructions not to deliver bills until drafts were paid; that railroad delivered malt to warehouse, which made arrangements to lend money to buyer on shipments by obtaining bills from bank on trust receipts, and obtaining shipments from railroad on surrendering bills, whereupon malt was stored in warehouse and negotiable warehouse receipts, against which loans were made, issued; that drafts were paid and receipts canceled with proceeds of loans; that there was no understanding between seller and warehouseman as to manner of taking up bills; that seller knew nothing thereof; and that warehouseman did not know what became of malt after its delivery to buyer. Sales of malt held made outside state, where orders were received, and hence not taxable by state, though drafts on buyer were paid and bills of lading surrendered therein (Act No. 4 of 1928 [Ex. Sess.])—*State v. Premier Malt Sales Co.* Supreme Court of Louisiana. 136 South. 5.

**"Terminal Market."**—"Terminal market," where warehousemen may deliver grain, is place where particular grain in ordinary course of trade accumulates in large elevators and is transferred by transfer of warehouse receipt (Rev. Code 1919, § 9753). Minneapolis held not terminal market for exportable durum wheat within warehouse law authorizing warehousemen to deliver at terminal market (Rev. Code 1919, § 9753). That grain exchange is maintained at certain point does not establish fact that such point is

"terminal market" where warehousemen may deliver grain (Rev. Code 1919, § 9753).—*North Dakota Wheat Growers Ass'n v. Farmers Grain Co. of Firesteel.* S. D. Supreme Court of South Dakota. 237 N. W. 723.

**Crop Mortgage.**—Filing chattel mortgage on crop, executed after crop has been planted, operates as constructive notice, even after crop has been severed (Comp. St. 1929, § 36-301).—*Thomas v. Prairie Home Co-operative Co.* Supreme Court of Nebraska. 237 N. W. 673.

The present weakness in Argentine flax is due more to a radical drop in the exchange value of the Argentine peso than in the price in pesos asked for the flax. One day this week the peso declined to 23½ cents, the normal being slightly over 41c.—Archer-Daniels-Midland Co.



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# Feedstuffs

**Elkader, Ia.**—W. B. Fassbinder has purchased an oat huller and mounted it on a motor truck to travel from farm to farm.

**Gibraltar, Spain.**—Fire broke out in a cargo of fishmeal on the motor ship Yusukuni Maru en route from Japan to Europe. The meal was smoldering and in badly heated condition. The fire was extinguished.

**South Bend, Ind.**—At the annual meeting of the associated feed dealers of America Wm. Steeb of Crown Point, Ind., was elected pres., S. Brown of Valparaiso, Ind., vice-pres., and H. H. Cuning, sec'y-treas. and managing director.

**Seattle, Wash.**—Floyd Oles, manager of the Feed Dealers Ass'n of Washington, has obtained insurance available thru his office to dealers against property products damage, the rate being 2 cents per year for each \$100 of gross sales, with a minimum premium of \$25, the company writing this coverage at the low rate requires that it be given the public liability on the premises.

**San Angelo, Tex.**—The West Texas Feeders & Breeders Exchange has been formed here to provide attractive credit arrangements mutually profitable to feeders and breeders. With low priced cotton, corn, wheat and milo maize Texas bankers, landlords, credit merchants and farmers are anxious to fatten Texas lambs and cattle on Texas grown grains before marketing. The usual process is to ship range stock to northern feeding lots. Northern feeders are not buying so readily as usual, and another factor is the 30% increase in the calf and lamb of West Texas over last season. The Texas Breeder-Feeder Ass'n is taking an active interest in organizing feeding arrangements.

## Texas Grain for Texas Livestock

Texas feed manufacturers, bankers, livestock and sheep men, and grain raisers are included in a com'tee of 100 studying plans for taking Texas calves and lambs off the ranges and putting them in feeding pens to be fattened on Texas feeds before shipping to market.

Under the plan a master feeder would be put in charge of feeding operations. One plan considers turning in feed and stock at certain prices and dividing the profits on a percentage basis when the livestock is sold. This plan was tried on 100 calves in the Dalhart section and returned the livestock man \$680 profit and the feeder \$450.

Reports from Washington are that threats of congressional investigation into the Grain Stabilization and Farmers National Grain Corporations are disturbing administration leaders. How about the racketeers who are running the show?

## St. Louis Feed Prices

The following table shows the closing bid price each week on the St. Louis market per ton of standard bran, gray shorts and standard middlings for the February delivery:

	Sept. 26	Oct. 3	Oct. 10	Oct. 17	Oct. 24
Bran .....	\$10.55	\$10.00	\$10.40	\$10.75	\$11.80
Shorts .....	10.85	10.50	11.25	11.80	13.30
Midds. ....	10.50	10.30	10.70	11.10	12.75

## Mixed Feed Manufacturers Meet

The Southern Mixed Feed Manufacturers Ass'n held its annual meeting at the Hotel Peabody, Memphis, Tenn., Oct. 13 to 15.

PRES. E. WILKINSON, Birmingham, Ala., recounted the events of the year during his administration of the office.

SEC'Y E. P. MacNICOL, Memphis, in his annual report declared that the past year had been the worst in the history of the industry from the standpoint of sales, and that the coming year was not very promising.

H. D. WILSON, commissioner of agriculture for Louisiana, while on the subject "Making the Nation Cotton Conscious," maintained that the real trouble with the South was underconsumption of its main crop.

Much interest was taken in the golf tournament on the links of the Colonial Country Club on the afternoon of Oct. 14. Sec'y MacNicol came in with the lowest gross score of 79.

At the banquet on the evening of Oct. 14 Pres. Wilkinson was presented with a handsome fishing rod.

Officers elected for the ensuing year are L. R. Hawley, Memphis, Tenn., pres.; John Wilson, Meridian, Miss., vice-pres.; and H. L. McGeorge, Memphis, treas. Mr. MacNicol was reappointed secretary.

Directors elected are E. Wilkinson, Birmingham; G. G. Keith, Nashville; C. B. Fretwell, Spartanburg, S. C.; J. L. Marshall, Louisville, Ky.; J. B. Edgar, Memphis, Tenn.; C. L. Whyte, Pine Bluff, Ark., and A. F. Seay, St. Louis, Mo.

## Alfalfa Meal Production

Washington, D. C., Oct. 15.—Alfalfa meal production in the United States during September, 1931, was unusually light and totaled 16,623 short tons, according to reports received from meal grinders by the U. S. Bureau of Agricultural Economics.

Approximately 39,400 tons of meal were in store at mills at the first of September. This, together with the month's grindings, made an aggregate supply for September of approximately 56,000 tons. Stocks at the close of September were about 41,200 tons. Domestic consumption accounts for most of the difference of 14,800 tons, since exports in recent months have been relatively small. Exports during August, totaled only 483 short tons.

Alfalfa meal production in the United States follows:

Month—	Production in Tons—			
	1931-32	1930-31	1929-30	1928-29
July .....	12,676	22,272	24,408	26,707
August .....	15,678	28,614	28,884	38,716
September .....	16,623	40,025	32,252	42,925
October .....		24,994	40,847	40,427
November .....		27,705	27,785	33,132
December .....		25,646	42,077	31,898
January .....		33,285	44,821	51,232
February .....		15,403	41,653	37,393
March .....		13,140	22,871	27,893
April .....		12,141	15,588	14,659
May .....		10,617	11,197	8,686
June .....		22,242	30,666	19,385
Total for year..		291,677	362,049	374,053

## Tax Itinerants \$100 a Year

The board of supervisors of Orange County, California, recently enacted an ordinance requiring traveling peddlers to pay a license fee of \$100 a year.

Merchants in the rural districts and smaller communities called the attention of the Board to stores on wheels coming in from outside, paying no taxes or rent, and competing with local businessmen who pay taxes. The ordinance does not apply to solicitors taking orders from retailers having regularly established places of business.

Traveling feed grinders operating portable mills would be amenable to a similar ordinance, that could be passed wherever the community has found this competition to be unfair and uneconomic. Dairymen and other feeders can not get along without the established feed mill, which in turn must have a large volume of business and a bountiful supply of ingredients in order to grind at low cost.

## Urge Farmers to Feed Balanced Rations for Fast Gains

An argument for feeding of balanced rations to make the fastest gains on pigs is in the performance test at the Wisconsin Station, reported in "Feeding Results at the Experiment Stations," in this number.

The shorter the time required to bring a pig up to market weight, the lower the cost of producing a pound of gain. That is obvious. But there is added advantage when the pigs dress out higher than average and make high quality pork. In the end the quality of the pork and the dressed weight determine the relative price and the amount of profit for the feeder.

Economical feeding to produce maximum gains in minimum time should be the aim of every feeder. The results show in his pocket; and in the pocket of the grain and feed dealer who supplies him with the necessary supplements.

## Texas Cottonseed Is Tagged To Protect Purchaser

"All approved cottonseed comes under two classifications, designated by red and blue tags, alike except in color," says R. V. Miller, Seed Certification Chief in the Texas Department of Agriculture, in reporting that his division is now completing its inspection work for the year and compiling lists of certified cottonseed breeders.

"Issuance of the certification tag is the final step in the official certification program. At this time firms are receiving their tags and all certified seed must bear the state tag, showing state seal, producers name, kind of seed, followed by the signatures of the Commissioner of Agriculture and the Chief of the Division of the Field Seed Certification."

In Texas germination qualities are also protected with issuance of a white tag, but this is entirely apart from the certification service. Certification is concerned with varietal purity, determined by field inspection of growing crops. Germination is determined by laboratory tests.

White heads in wheat and barley, have shown up rather thickly in parts of Minnesota this year. These blighted heads are attributed to stem maggots, according to Entomologist A. G. Ruggles at the University Farm.

The U. S. Dept. of Commerce occupies the biggest office building in Washington. It cost the taxpayers \$2,905,000 in 1915 and expanded to \$23,414,000 in 1930, without the benefits of the heavy expense being particularly noticeable.

### Feeding Results at the Experiment Stations

Cotton seed meal showed its worth in a test at the Alabama Experiment station, where 2 lots of steers were put on pasture. One lot received 4 lbs. of cotton seed meal per head daily in addition to pasture. The other lot was solely dependent upon the pasture. The cotton seed meal fed animals gained an average of 2.46 lbs. each during the pasture season and returned \$6.50 per head profit above feed cost. The pasture fed lot gained 1.62 lbs. per head daily and returned only 44 cents per head above feed cost.

The fastest growing litter also yielded the best carcasses in a swine performance test at the Wisconsin Station. The fastest growing lot made gains at the rate of 1.86 lbs. per head per day, and required 360 lbs. of feed per 100 lbs. of gain. The slowest growing lot gained an average of 1.15 lbs. each per day, and required 485 lbs. of feed for each 100 lbs. of gain. Pigs making the fastest gains had a dressing percentage above the average, and their carcasses were of the best quality.

Calves need vitamin D, according to a study at the Wisconsin Station, where this vitamin was absent in a basal ration of yellow corn, corn gluten meal, linseed meal, wheat middlings, calcium flour or calcium carbonate, and salt, with ground wood shavings for roughage, fed to four calves. In addition two of the calves were given cod liver oil.

After 6 or 7 months feeding the calves that had the basal ration only showed marked symptoms of rickets. The calves receiving cod liver oil grew normally.

Greater gains and consistently higher milk flow were developed by cows receiving medium ground barley compared with cows being fed fine ground barley, at the Wisconsin Experiment Station, indicating there is no merit in grinding barley fine for cattle.

Cane molasses had a stimulating effect on the appetites of cattle in two feeding tests at the Minnesota Station, one for 161 days with yearling steers, and one for 189 days with steer calves.

Feeding 50 gm. of irradiated yeast to cows increased the antirachitic potency of the milk, in experiments at the Wisconsin Station. As much as 200 gm. of yeast was fed daily without detrimental effect on milk production or butterfat content. Antirachitic potency of butterfat was noticeable when as little as 10 gm. was fed. Feeding 180 gm. of cod liver oil produced the same effect as 10 gm. of yeast.

### Keep Selling Protein Supplements

A revival of old trading customs has appeared in the South, where the cottonseed crushing mills have arranged to trade so much meal for so much cotton seed on a toll basis.

Cotton seed meal is at the lowest figure in its history. For the northern, western and eastern feeders, looking for high protein supplements it offers opportunity to keep feeding rations balanced at a price in line with the present low prices of grains. This is likewise true of several other of the vegetable and animal protein supplements.

Just because grain is cheap is no reason for careless feeding of live stock. It is still most profitable to feed balanced rations and get the greatest gain at low cost. The feeder will still have a profit even if the prices on live stock go down. Which is a thought for the feed dealers to keep before their patrons.

### Soybean Meal Requires Minerals

The low mineral content of soybean meal, rather than the quality of the proteins, is considered by H. J. Sloan, First Assistant in the Poultry Husbandry Division of the University of Illinois, as the probable cause for poor results that have sometimes followed this supplement in poultry rations. He says:

Most of the common animal protein supplements like meat scrap, tankage, fish meal, etc., are relatively high in minerals, whereas cereal grains and legume seeds are relatively low. Consequently, when vegetable protein supplements are used to replace equal parts of meat scrap or tankage, marked reduction occurs in the mineral content of the ration.

Since minerals are just as important as proteins for growth and egg production, it is easy to account for the poor results obtained when soybean oil meal was fed without additional minerals.

The minerals that are deficient when a vegetable protein supplement is used in poultry rations are calcium, phosphorus, sodium, and chlorin. The calcium can be furnished in bone meal, ground limestone or oyster shell. Phosphorus can be supplied by bone meal and raw rock phosphate; and sodium and chlorin in common salt.

For laying hens Mr. Sloan suggests a mineral supplement made up of 60 lbs. bone meal, 20 lbs. ground limestone and 20 lbs. common salt, to be used when soybean meal is the protein supplement.

Another of his suggestions is 24 lbs. ground limestone, 22 lbs. bone meal and 15 lbs. salt. A mixture of 2 lbs. bone meal, 2 lbs. ground limestone and 1 lb. salt is also good.

For mixing in the laying mash use from 1½ lbs. to 2 lbs. of any of these mixtures to each 5 lbs. of soybean meal. In addition oyster shell or limestone grits should be kept before the birds at all times.

**Roanoke, Ind.**—This section of Indiana has changed over to feeding. As much grain is produced as ever, but it is fed on the farms, producing meats, milk, butterfat, eggs and poultry.—H. A. Dinius.

**Washington, D. C.**—Sec'y Hyde of the U. S. D. A. has authorized warehouse companies in the South to advance cotton farmers having federal drouth relief loans \$5 a bale to cover the cost of picking the crop if they wish to hold the cotton for later sale.

A yield of 75 bus. of Garnet wheat per acre was obtained on four acres by Isador Paradis, east of Edmonton, Alta. The weight is vouched for by the Edmonton Hay & Grain Co., whose elevator received the crop.

Argentina's wheat acreage has been reduced from 21,307,000 in 1930 to 17,228,000 this year, according to the second official estimate. Flaxseed acreage increased from 7,400,000 to 8,341,000.

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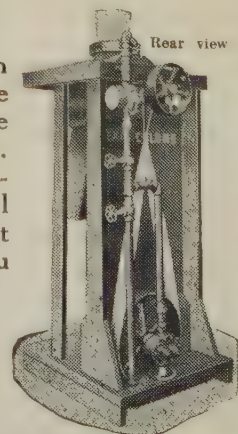
in the fact that molasses added to a feed mix, not only makes the feed more palatable, but increases its nutrient value. The problem, until recently, has been its proper application—thorough distribution of the molasses without balling.

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## Minnesota and Wisconsin Dairy Formulas

*Grain & Feed Journals:* We should like to learn the feed formulas for dairy cows suggested by the agricultural departments of Minnesota and Wisconsin.—Binding-Stevens Seed Co., Tulsa, Okla.

Four prominent formulas for dairy rations that make maximum use of grain, as recommended by the Minnesota Agricultural College; Division of Dairy Husbandry, appeared on page 236 of the August 26 number of GRAIN & FEED JOURNALS.

Wisconsin suggests for use with timothy hay or other roughage of low protein content a concentrate mixture of:

400 lbs. corn meal  
200 lbs. ground oats  
200 lbs. wheat bran  
200 lbs. oil meal

This is to be fed at the rate of one lb. of the mixture for each three lbs. of milk, and contains 14.7% of digestible crude protein and sufficient minerals, except possibly lime, to meet ordinary needs.

Other formulas for use with the same character of roughage are suggested, such as:

Ingredient	lbs.	Ingredient	lbs.
Ground corn	....300	Ground corn	....300
Ground oats	....300	Gluten feed	....200
Gluten feed	....200	Wheat bran	....300
Linseed meal	....200	Linseed meal	....300

Wisconsin remarks: "It appears from the tests with alfalfa and clover hay that a cereal grain mixture containing 10-13% total crude protein would adequately supplement an alfalfa-corn silage ration; a grain concentrate mixture containing 15-17% total crude protein would adequately supplement a clover hay-corn silage ration; and that a grain concentrate mixture containing 17-20% total crude protein would be sufficient for a timothy hay-corn silage ration. The stage of growth at time of cutting and the general quality of timothy hay will make a difference in the amount of protein required. Timothy cut in the early bloom is best for milk production."

For use with clover hay-corn silage roughage Wisconsin includes these 15-17% total crude protein mixtures in its recommendations:

Ingredients	lbs.	Ingredients	lbs.
Ground corn	....300	Fine ground corn	....400
Ground oats	....300	and cob meal	....400
Wheat bran	....200	Ground oats	....300
Linseed meal	....200	Gluten feed	....100
		Linseed meal	....200

Alfalfa hay is considered sufficient as a protein source by Wisconsin, in Bulletin 417, wherein it is suggested: "Where alfalfa is available and dairymen decide to feed only alfalfa hay, corn silage, and the home grown grains, it may be well to include some protein concentrate such as wheat bran or linseed meal in the grain mixture for high producing cows.

"Because alfalfas may vary, and in addition because of their richness in phosphorus, it is suggested, as a factor of safety, that dairymen include about 20 lbs. of protein concentrate such as wheat bran and linseed meal in every 100 lbs. of the grain mixture used."

The grain mixture Wisconsin used in tests from which it drew these conclusions was 49.5 lbs. corn meal, 49.5 lbs. ground oats, 1 lb. common salt. Corn silage was fed with alfalfa hay as roughage.

The Farm Board has offered Pacific Coast millers wheat in payment for the service of grinding flour for the Chinese purchase. The millers are to retain the feed and part of the wheat out of an allowance of 5 bus. per barrel. Millers who have to pay freight will be given the equivalent in wheat.

Lafayette, Ind.—With an abundance of cheap feed, and with poultry and egg prices relatively high, expansion of the industry is expected. These conditions are exactly the opposite of last year, when feeding for both egg and meal production was curtailed. Demand for poultry products held up well during the first eight months of the year.—Dr. Stout of Purdue University.



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# Poultry Feeds and Feeding

## Washington Formula for Egg Production

Feeding a balanced ration to hens or pullets bred for laying purposes is stressed by W. D. Buchanan, extension poultry specialist for the Washington State College. But he is a conservative fellow on this formula business. He recommends:

**SCRATCH**—200 lbs. wheat, 100 lbs. yellow corn, 100 lbs. heavy oats (weighing 40 lbs. to the bu.). Depending upon the prices of grains this may be changed to 300 lbs. of wheat, or 200 lbs. of corn.

**MASH**—200 lbs. bran, 100 lbs. wheat middlings, 100 lbs. ground yellow corn, 50 lbs. meat scrap, 25 lbs. fish meal, 25 lbs. powdered milk, 10 lbs. bone meal, 10 lbs. ground oyster shell, 5 lbs. fine salt. The powdered milk can be eliminated if 6 to 8 quarts of liquid milk or 2 to 2½ lbs. of semi solid is fed daily to each 100 birds.

Hens, doing a good job of producing eggs, need grain feed. In addition to the above each 100 hens should have 4 to 5 lbs. of tender, succulent, green feed daily, like sprouted oats or alfalfa hay, well cured, chopped into one inch lengths and fed in wire baskets. An easier method for the feeder is to have 5% alfalfa leaf meal added to the mash at time of mixing the formula.

**COD LIVER** oil, tested and found potent in vitamin D, should be mixed 2 quarts to each 100 lbs. of scratch or mash to supply the sunshine vitamine when sufficient sunshine is not available to supply the needs of the layers.

It is the mash that makes them lay. Country elevators mixing formulas and grinding the home-grown grains of its patrons will do well to call this to the attention of the patrons. Mash is light and fluffy. Grain is easier for the bird to pick up and swallow. The bird digestive system does not do so effective a job as when the food is ground up and mixed beforehand.

One way to get the hens to eat the proper proportion of mash is to keep the whole grains away from them to some extent so they will have some hunger left that they will satisfy with the mash. Equal parts of mash and grain will work out fine for a flock laying 50%; but if it is laying 70% it needs more mash and less grain. Feeding about one-third of the grain to the birds in the morning, properly scattered thru a heavy, dry litter, will make them work up an appetite for the mash. Then two-thirds of the scratch in the evening will settle them for the night.

Give 10 lbs. of scratch per 100 birds in the winter time; 8 lbs. in the summer. The mash should stay before them all the time, in a hopper that is sufficiently large so a bird has no trouble getting to it. At least one foot of hopper space should be devoted to each 5 birds. The same is true of the drinking fountain, and the temperature of the drinking water should not get below 50 degrees.

When the pullets are being brought into lay they need a bit more grain than mature hens, especially if they have been out on range and getting all the grain they wanted. During the first 10 weeks of production they are growing as well as laying, and their requirements will run from 15 lbs. of grain and mash combined, up to 25 lbs. During this period the good poultry man gradually increases the grain to 12 lbs. per 100 birds per day, but when they are thru growing he reduces the grain allowance. Feeding one-fourth of the grain in the morning and three-fourths at night is helpful.

ACTIVE birds are the best layers. Keep them busy. Keep plenty of clean litter on the floor and in the coldest weather divide the grain into three feeds a day, so they will scratch around and keep healthy. But make the first two feeds light and let the heavy feed wait until evening.

GOOD FEEDING of economical efficient rations is highly important in the production of eggs, but even the best of feed cannot compensate for poor stock, poor housing, parasites and disease. It is to the interest of the country elevator man who supplies the rations to encourage the poultry raiser, amateur or otherwise, in following good poultry production practice.

## Diet V. Hatchability

By W. R. GRAHAM, *Guelph, Ont.*  
Department Poultry Husbandry, Ontario  
Agricultural College

Herewith are the results of a three years' study of certain poultry rations as they effect the hatching power of hen eggs as well as the number of eggs laid. There is still about 40% of the eggs set that never hatch a chick, even with our modern types of incubators with their controls for temperature, ventilation and moisture, however, it is found not to be the fault of the incubator but rather to be caused from inefficient management of the breeding flock. Feeding methods and the kind of ration used, selection of birds for breeding—particularly the males, sanitation, etc., are determining factors.

Through the use of cod-liver oil, a rich source of vitamin D, feeding methods have changed somewhat during the past few years. There is considerable evidence to show the beneficial effect of such oil on hatchability, egg production and the general health of the flock. The diet fed the parent fowl appears to have a very definite effect on egg production and hatchability.

The general plan of the experiment was to study the influence of such animal proteins as milk, fish scraps, beef scraps and tankage as they might effect hatchability and egg production. These materials were used as a sole source of protein in the rations and, in addition, were fed in combination with milk, with or without cod liver oil. The experiments consider two main points:

1. The effect of certain animal proteins on the hatchability of hen's eggs;

2. The effect of the amount and quality of sunshine on the hatchability of hens' eggs.

It is generally believed that the hatching power of eggs is an inherited character and might very well be considered to be an equally important factor. The study seems to justify the following conclusions:

1. Comparing the feeding value, from the standpoint of egg production, fish meal, powdered buttermilk, beef scrap and tankage, rank in the order named.

2. The addition of cod liver oil to a single protein supplement increased the egg production with all rations tested but much more with beef and tankage than with milk and fish.

[Concluded on page 490]



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by L. M. Hurd

extension instructor in poultry husbandry, New York State College of Agriculture at Cornell University, is an up to date treatise on the raising of poultry. The poultryman who keeps hens as a main enterprise, the farmer whose flock is incidental to other farm operations, and the feed dealer who wants to talk knowingly about poultry raising will all find the book useful and profitable to read. Printed in large type, and with many illustrations, its 400 pages are full of practical information.

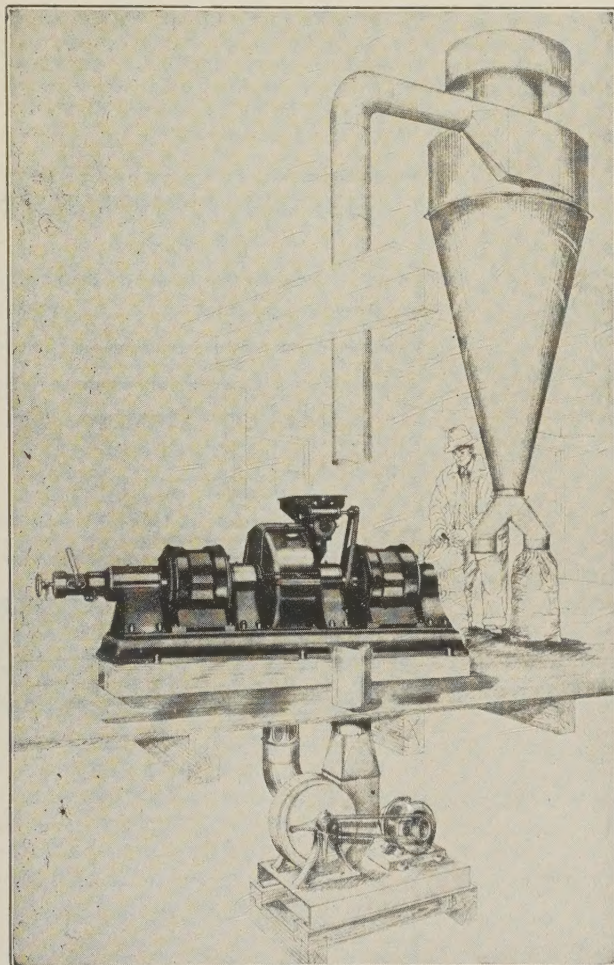
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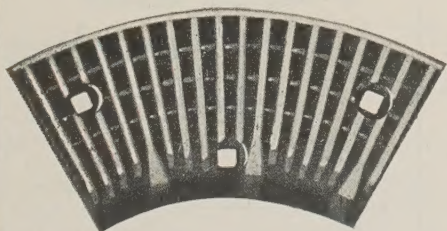
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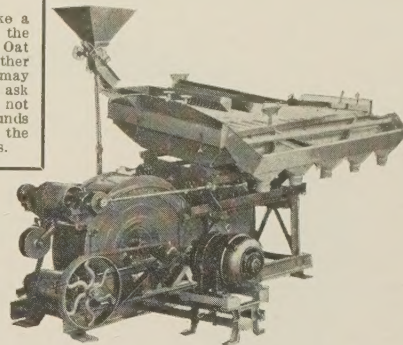
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Left Holding the Sack



Cleveland Press

Deserted by the "Champion Reliever"

**Diet v. Hatchability**

[Continued from page 488]

3. A combination of fish scrap and milk failed to increase either the hatching power of the eggs or the number of eggs produced.

4. Cod liver oil added to a combination of milk and fish scraps; milk and beef scrap; milk and tankage did increase both the hatching power of the eggs set and the number of eggs produced.

5. It would appear that tankage fed to poultry alone or in combination is not the most desirable kind of ration.

6. With a grain ration such as used plus alfalfa meal, the addition of direct sunshine or sunshine substitutes (a good grade of cod liver oil or ultra violet rays) is the most important factor in producing good hatching eggs for the rations tested.

7. Vitamin D appears to be a very important factor in hatchability. Birds housed in these feeding trials did not get the necessary amount until there was at least two hundred hours of sunshine per month.

8. Milk in combination with beef scrap or fish scrap together with cod liver oil appears to be the most satisfactory feed used, in these trials, where hatching power of eggs, number of eggs produced and pounds of feed required to produce one dozen eggs are considered.

**RATIONS FOR EXPERIMENTAL PENS**

Basal Mash to All Pens	Whole Grain Mixture
700 lbs. corn chop	50 lbs. yellow corn
500 lbs. wheat shorts	50 lbs. wheat
300 lbs. oat chow	
10% alfalfa meal	Daily amount to each pen
2 1/2% bone meal	A. M.—1/2 lb. in litter
1/2% salt	P. M.—2 lbs. in hopper.

To the dry mash, kept in front of the birds all the time, was added the following:

Pen	Amount and Kind of Protein	Other Additions
2	10% B.M.P. Buttermilk powder	U.V.L. (Irradiation)
4	10% B.M.P.	Cod liver oil
6	5% B.M.P. plus 7 1/2% fish scrap	
8	5% B.M.P. plus 7 1/2% fish scrap	Cod liver oil
10	5% B.M.P. plus 10% beef scrap	Cod liver oil
12	5% B.M.P. plus 10% tankage	Cod liver oil
18	20% beef scrap	Cod liver oil
20	10% B.M.P.	
22	20% beef scrap	
24	20% tankage	
26	15% fish scrap	Cod liver oil
28	15% fish scrap	Cod liver oil
30	20% tankage	Cod liver oil
32	37% B.M.P.	

Ultra violet light was applied at the rate of half an hour daily except Sunday. Cod liver oil was given at the rate of 20 cc. daily to each pen in moist mash.

Many farmers in South Australia will not harvest wheat as they stand to lose over 2 shillings a bushel.

**Simple Grain Formulas for Dairy Cattle**

In Minnesota Circular 27 by C. H. Eckles and O. G. Schaefer of the Division of Dairy Husbandry, appears several simple grain formulas for feeding dairy cows, including the following mixes for use when feeding legume hay, mixed half and half timothy and clover; timothy or prairie hay, and low protein grains, respectively. Other formulas for the same purposes have appeared in earlier numbers of GRAIN & FEED JOURNALS. These are 2,000 lb. mixes.

**Crude protein 16%**

700 pounds	ground oats
450 "	" barley
400 "	" corn
450 "	linseed meal or 32% protein mixture.

**Crude protein 20%**

500 pounds	ground oats
500 "	wheat bran
400 "	ground barley
300 "	cottonseed meal
300 "	linseed oilmeal

**Crude protein 24%**

640 pounds	ground oats
600 "	wheat bran
300 "	linseed meal
460 "	cottonseed meal

**Crude protein 32%**

625 pounds	linseed oilmeal
575 "	wheat bran
800 "	cottonseed meal or gluten meal

**Feed for Brood Sows Included in U. S. Drouth Loan Terms**

Provision was made by Sec'y Hyde of the U. S. D. A. on Sept. 21 to permit farmers to borrow funds from the government under the drouth loan regulations to use it in purchasing feed for brood sows.

The authorized amendment agrees to loans not to exceed the costs of feeding 10 sows for 6 months at 75 cents per head per month.

Provision had already been made that farmers in the drouth stricken areas of North and South Dakota, Montana, Utah, Washington, Nebraska, Idaho and Wyoming might borrow for feeding cattle, sheep and horses.

**Prices Advance in Memphis Cottonseed Meal Market**

By J. M. TRENHOLM

Memphis, Tenn., Oct. 24.—This week has been one of continually advancing prices on cottonseed meal. Shorts have been literally stamped by the changed conditions. Outside commodity markets which have been selling at lowest prices in history have all made a turn for the better. Directly affecting the cottonseed meal market has been short covering, continued lack of supplies in the southeast, and the heavy buying in the central belt by the southeast and the southwest. The market is now up nearly 60% of its previous value which evidently was entirely too low when cottonseed meal sold at \$10 a ton. There has been a consistent demand from exporters who have followed reluctantly but surely the advance in the future market. This foreign demand will probably hold into early November at which time under usual conditions it generally lets up. Mixers have been out of the market and have been more inclined to sell the market than to buy it. In the rush to buy cottonseed meal all bearish factors have been overlooked. The enormous crop with heavy supplies of feeding material and the possibility that prices have been forced too high on the rebound are bearish factors that are apparent.

The cottonseed market has shared in the activity and the wild advances of other markets. March seed which closed at \$13.50 last Saturday closed today at \$16, an advance of \$2.50. The unexpected and sensational advances in oil and cottonseed meal have changed the entire situation in regard to cottonseed. At the beginning of the season cottonseed was only worth the cost of the ginning of a bale of cotton. Today it is worth nearly twice as much.

Lafayette, Ind. — The Thirteenth Annual Poultry Short Course will be given at Purdue University from Nov. 9 to 21. The course is designed to assist the poultryman in solving his problems in a practical way and in conducting his enterprise more efficiently. Anyone may register who is willing to spend the time, money and effort necessary. Expenses need not exceed \$25 in addition to railroad fare. Commercial poultry farmers, hatcherymen, specialty breeders, general farmers, feed manufacturers, supply dealers, and others engaged in or contemplating some kind of poultry work have attended the course.

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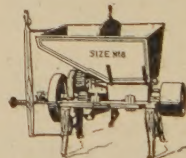
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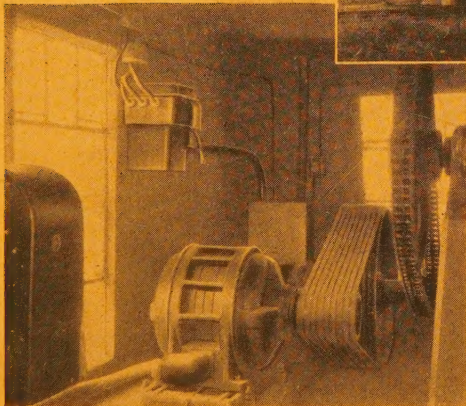
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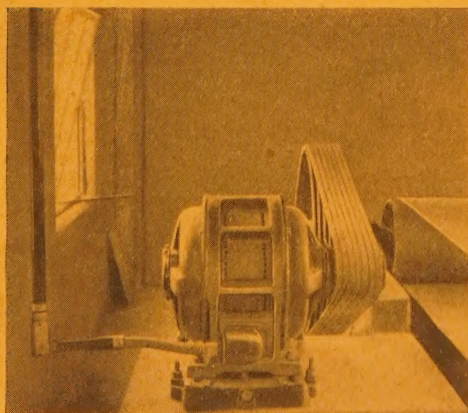
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